

# FOCUS

C&O

ISSUE 3



[candottractors.com](http://candottractors.com)



## WELCOME TO ISSUE 3 OF THE C&O FOCUS

Thank you to all customers who came to visit C&O at one of the many shows we attended over the summer. Our show season ran from July to October and covered events across the whole C&O region. It is a great opportunity to meet new customers, show off the latest models and enjoy a relaxed catch up with many farmers and their families.

## YOUR CHANCE TO WIN £100 ACCOUNT CREDIT

After all new tractor purchases Massey Ferguson invite all customers to fill in a survey about their tractor and the purchase process. These surveys are a vital way for Massey Ferguson and C&O to receive feedback. C&O hold a prize draw every quarter for customers who have completed the survey and winner receives £100 credit on their account.

Congratulations to our latest winners **Simon & Tracy Smith** of Lydeard St. Lawrence, Somerset.

## NEW DEPOT FOR DEVON



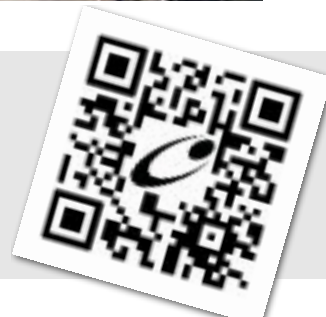
## #TEAM CANDO

C&O staff have recently gathered for a team event. Now spread over 6 depots and with a total headcount of 73 staff it was a rare opportunity for the whole team to gather. Managing Director Andy Coles and the management team reported on progress, thanked staff for their efforts and set out their vision for C&O going forwards. Apologies to any customers inconvenienced by the early depot closure that was required to enable staff to attend the meeting.



### How do you want to hear from us?

Scan this code using your phone to update your contact preferences.



Work is well underway on the new C&O depot in Willand, Devon. The new facility at Pitt Farm, Muxbeare Lane, Willand will provide customers with local workshop support, a full parts counter as well as being a base for our Devon Sales Manager Ian Skinner.

C&O's new depot is located just minutes from junction 27 on the M5, giving great access across C&O's Devon territory, east of Tiverton and into Somerset.

C&O Willand depot will be fully operational in early 2024 and customers will be invited to see the new facility and meet the team.



MASSEY FERGUSON

## NEW MASSEY FERGUSON FLAGSHIP: MF 9S



Launched to the world at Agritechnica and coming straight out of the blocks with a TOTY accolade the MF 9S has already made a big impression in the high horsepower field. The 9S range includes 6 models between 285-425 HP. Designed to deliver optimum versatility, the new large frame MF 9S are all equipped with the renowned Dyna-VT transmission as standard and come with host of new features to boost productivity and performance.

- Best-in-class visibility with 6.6 m<sup>2</sup> glass area
- Spacious cab with 3.4 m<sup>3</sup>
- Advanced 360° LED light package
- Smart Farming ready including MF AutoTurn, Tractor Implement Management and much more
- High Flow Hydraulics up to 340 l/min Eco at only 1650 rpm

MF 9S available to order for 2024 delivery. Talk to your C&O sales team for more information or visit [masseyferguson.com](https://masseyferguson.com) for full specification.

## NC ARRIVE AT C&O

C&O are now able to offer NC Engineering products to customers, bringing tankers, low loaders, grain and silage trailers to the agricultural product portfolio alongside NC construction dumpers.

Announcing the news C&O Group Sales Manager Kevin Cook said 'I'm delighted that we're now able to offer NC products to customers, for too long C&O has been without a quality supplier of tankers and trailers. NC have a great reputation amongst the farming community and we're glad to have them on board with C&O.'





## FINANCE ON KVERNELAND EQUIPMENT



### 0% FINANCE ON ALL EQUIPMENT UNTIL 22<sup>ND</sup> DECEMBER 23

#### ANNUAL OR MONTHLY FINANCE OPTIONS AVAILABLE EXCLUDES SELF-PROPELLED DIET FEEDERS AND SELF-PROPELLED SPRAYERS.

Choose from one of the following finance profiles.

- **1+2 at 0%** - 1 payment upfront followed by 1 payment a year later and 1 payment 2 years later 0% flat rate p.a.
- **2+22 at 0%** - 2 payments upfront followed by 22 monthly payments at 0% flat rate p.a.

Based on 40% of the RRP or balance to finance, whichever is lower. Alternative profiles are available on request. Offer available until 22<sup>nd</sup> December 2023. See [full terms and conditions](#) for details. Available only on machines already in stock.

## BUY NOW PAY LATER WITH KVERNELAND CASHFLOW VANTAGE

OFFERS ON ARABLE, GRASSLAND, SPRAYERS AND SPREADERS



ORDER BY THE END OF **DECEMBER 2023**, FIRST PAYMENT DUE **JUNE 2024**  
ORDER BY THE END OF **JANUARY 2024**, FIRST PAYMENT DUE **MAY 2024**

### CHOOSE FROM:

- 1 Payment at the end of the deferred period followed by 1 payment a year later (0+2) at **2.49%** flat rate p.a.
- 24 monthly payments to commence after the deferred period (0+24) at **2.99%** flat rate p.a.



### Supported finance available on:

- ALL ARABLE EQUIPMENT INCLUDING PLOUGHS, SEED DRILLS, POWER HARROWS, WEEDING AND CULTIVATION EQUIPMENT
- ALL GRASS EQUIPMENT INCLUDING MOWERS, MOWER CONDITIONERS, MERGERS, RAKES, TEDDERS AND BALER WRAPPERS
- ALL DISC SPREADERS
- ALL MOUNTED AND TRAILED SPRAYERS (EXCLUDES SELF-PROPELLED SPRAYERS)
- Based on 50% of the RRP or balance to finance, whichever is lower. Alternative profiles are available. Offer available until 31<sup>st</sup> January 2024. See terms and conditions.



SCAN FOR  
TERMS &  
CONDITIONS



## C&O SOUTH PETHERTON NEW TEAM DELIVER ACROSS SOMERSET

C&O has been operating from the village of South Petherton, just off the Hayes End roundabout on the A303, since late 2021. Depot Manager Macaulay Forward hit the ground running, building a team strong team comprising a mixture of staff familiar with the MF products and customer base. Alongside Aaron Phipps who covers sales in the north of the territory we have specialists in parts and aftersales who have transformed the operation of the business and facilities on site.

Since 2021 C&O has increased the workshop facilities and operating area, created a dedicated office for the sales team and improved the stores and parts department. The end result is that C&O has increased the capacity to support customers across Somerset with their Massey Ferguson, Kverneland and Sany machines.



Sales team Aaron Phipps and Macaulay Forward



Workshop team (L-R) Rob Beer, Lilius Whyte, Stuart Stoodley



Since joining the company as Service Manager in the Spring Stuart Stoodley has steadily built up the Workshop team. Stuart is supported by Workshop Foreman Rob Beer and Administrator Lilius Whyte and leads a team of four engineers; Pete Sweetapple, Jamie Brown, Jack Soughton and apprentice Jake Singleton. 'We've got a great workshop team here'

says Stuart, 'Rob and Pete have years of experience with Massey Ferguson's. Jack and Jamie are talented engineers, with Jack supporting construction as well as agriculture machinery. Jake has fitted into the team really well, it's a great bonus to have an apprentice on the team and vital that we support the next generation of agricultural engineers.'



▲  
**C&O SOUTH  
PETHERTON  
DEPOT**

Jake is studying at Lackham College as well as learning on the job as part of a three year apprenticeship programme.

The team support Massey Ferguson, Kverneland, SANY, Shelbourne Reynolds, NC and Opico products across the whole of C&O's Somerset territory, which covers an area from Weston-super-Mare to Frome in the north, Sherborne to Bridport in the east and Sidmouth to Taunton and Bridgewater in the west.

Parts Manager Darren Boulton has single-handedly transformed the South Petherton parts department in little over a year. The showroom is well stocked with a full range of consumables parts and tools as well as a range of Massey Ferguson branded clothing and overalls.

After 34 years working in the industry Darren has an encyclopedic knowledge of parts and a very good understanding of the needs of our customers. 'I'm here to make sure our customers and our workshop have the right parts at the right time, whether for a break down or in preparation for the start of the next season, just give me a call to talk through your needs' says Darren.



Service Engineers (L-R) Jamie Brown, Pete Sweetapple, Jack Soughton, Jake Singleton



Parts Manager Darren Boulton







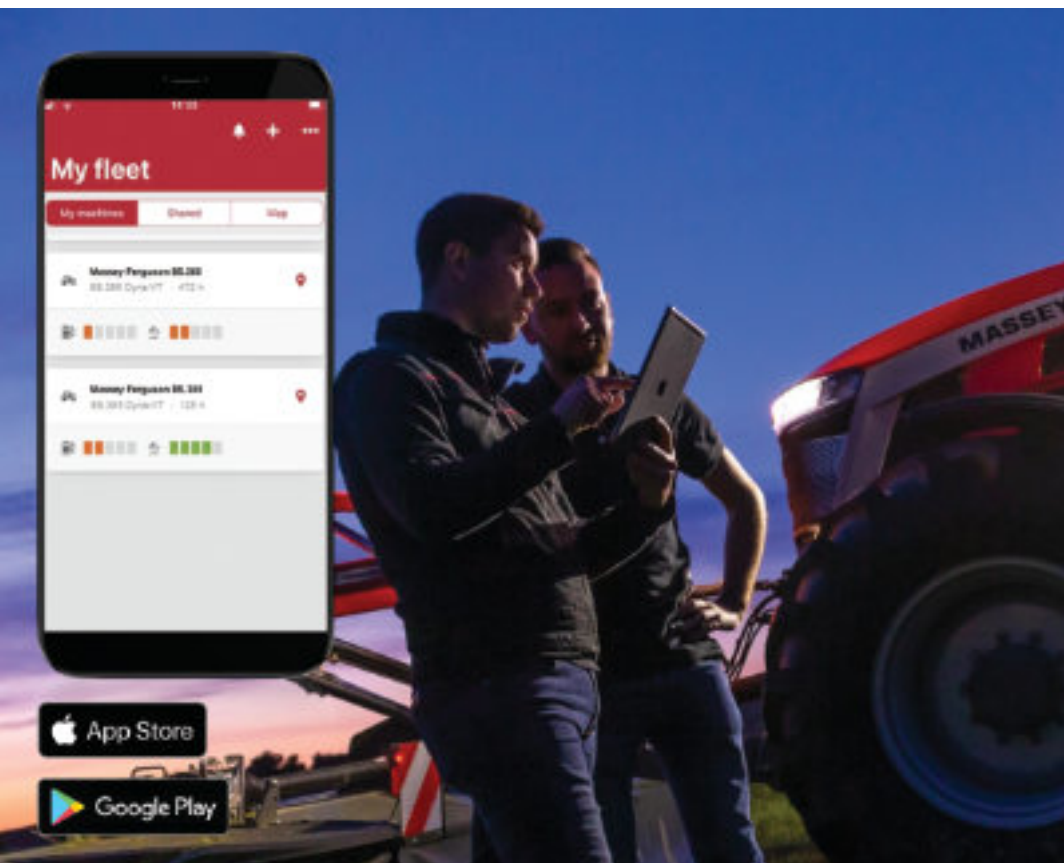
MASSEY FERGUSON

WORK  
SMART

# TECHNOLOGY SUPPORT

## GET THE MOST OUT OF YOUR SYSTEMS

- Oversight of your fleet at your fingertips with MF Connect
- Ensure your whole crop cycle benefits from precision delivery and minimal waste
- Ultimate control of your implements from your cab using MF ISOBUS
- Ensure you're getting the most out of your technology systems
- Talk to **C&O Product Specialist Richard Martin** about getting the right set up for your farm



WANT TO GET THE MOST OUT OF YOUR SET UP OR  
UNSURE WHERE TO START?

**LOOK OUT FOR OUR UPCOMING  
TECHNOLOGY WORKSHOPS**



**SANY**

## THE C&O CONSTRUCTION SALES TEAM

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Group Construction Sales  
Manager (IOW, Hampshire)

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Construction Sales Manager  
(Dorset, Somerset)

**07908 262 833**[allan.feltham@candogroup.co.uk](mailto:allan.feltham@candogroup.co.uk)**GEOFF BENNETT**

Construction Sales Manager  
(West Sussex)

**07513 825 255**[geoff.bennett@candogroup.co.uk](mailto:geoff.bennett@candogroup.co.uk)





## C&O VISIT SANY HQ AND MANUFACTURING PLANT IN CHINA

C&O Construction were honoured to be invited to visit the prestigious SANY Group headquarters in and manufacturing plant in China. C&O Managing Director, Andy Coles, and Group Construction Manager, Lee Priddle travelled to China with a group of customers to meet with SANY



executives and see three of their impressive factories for themselves. The trip was invaluable opportunity for C&O to get to know our customers and their requirements better and to strengthen our partnership with SANY. The team gained valuable insights into the manufacturing processes at the incredible SANY factories they visited.

'After working with the product for a couple of years now I was expecting to be impressed by the SANY excavator factory, but I was not expecting to be completely bowled over by it. I can honestly say it's the most impressive manufacturing facility I've ever visited. From the sheer scale, to the use of robots, from the quality of the facilities for staff and above all the the 100% dedication to making quality products SANY delivered it all' said C&O Managing Director Andy Coles.



THE NEW-LOOK ISUZU D-MAX

# DL20

BUSINESS CONTRACT HIRE FROM ONLY

**£335** † MONTHLY RENTAL

+ VAT @ 20 %

INITIAL RENTAL £3,015.00 + VAT @ 20 %

Followed by 36 Monthly Rentals.

Excess mileage charges and return conditions apply.

**DRIVEN TO DO**



Model pictured is a DL20 + VAT @20 % a month plus Initial Rental of £3,015.00 + VAT @20 %.

**C & O Isuzu**

**01243 682025**

New Barn Farm, Chichester, West Sussex PO18 9DA

C & O Tractors Ltd, Trading as C & O Isuzu is an introducer and not a provider of contract hire.

All fuel consumption and emission values are based on the new WLTP (Worldwide Harmonised Light Vehicle Test Procedure) test cycle which uses real-world driving data. Official fuel economy for the standard Isuzu D-Max range in MPG (l/100 km): Low 25.1 –27.6 (10.2 –11.2). Mid 31.4 –33.6 (7.8 –9.0). High 36.0 –39.4 (7.2 –7.8). Extra-High 29.0 –30.8 (9.2 –9.7). Combined 30.7 –33.6 (8.4 –9.2). CO2 emissions 220 –241g/ km.

†Example based on 8,000 miles per annum, non-maintained. Subject to status. UK residents 18+. Rental amounts shown are on the specific model stated plus VAT @ 20 %. This offer excludes fleet and Members Affinity scheme sales, is only available through participating Isuzu dealers and is not available in conjunction with any other offers or with BASC, NGO or NFU member discounts. This offer is only available through Lex Autolease Ltd trading as Isuzu Contract Hire, Heathside Park, Heathside Park Road, Stockport SK3 0RB. Offers may be varied or withdrawn at any time. Offer ends 30.12.23. Vehicle must be returned in a good condition to avoid further charges. No ownership option. If the vehicle has exceeded the maximum permitted mileage then a charge of 10.4 p plus VAT @20 % per excess mile will apply. The Award-Winning Isuzu D-Max is Smarter Stronger Safer compared to previous model. Terms and conditions apply.

**SMARTER. STRONGER. SAFER.**







# LOW RATE FINANCE OFFER

## 3 YEARS FINANCE AT 2.99%\* 10% DEPOSIT

\* BUSINESS USERS ONLY  
TERMS AND CONDITIONS APPLY  
AVAILABLE VIA PARTICIPATING DEALERS ONLY



## NC DUMPERS NOW AT C&O

C&O Construction are extremely pleased to now be able to offer customers site dumpers by NC. Ranging in size from 1T to 9T and including models with high-tip or swivel tip NC dumpers are manufactured by NC Engineering in county Armagh, Northern Ireland. 'Customers have asked and we're delighted to be able to deliver a range of solid, reliable and versatile site dumpers' said C&O Construction Sales Manager Lee Priddle.



## INTRODUCING THE NEW LUBRICANTS RANGE FROM SANY

PROTECT YOUR INVESTMENT  
AND ENSURE OPTIMAL PERFORMANCE



## Products for every part of your life



We stock a wide range of essentials for home and on the farm.

- Machinery parts
- Power tools
- Workwear
- Toys
- Hand tools
- Merchandise
- Batteries
- Garden Machinery
- Gloves
- Boots
- Antifreeze
- PPE
- and much much more



**SMART**  
SHOP 



**can-am®**

# THE ALL-NEW OUTLANDER PRO

## CLASS LEADING FEATURES:

**UP TO 830KG  
TOWING CAPACITY**

**NEW ROTAX ENGINE  
UP TO 50 HP**

**33 CM GROUND  
CLEARANCE**

**NEW OUTLANDER PRO  
STARTING AT £8.903**

**UP TO 26 CM  
SUSPENSION TRAVEL**

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A BRP BRAND



**GET UP TO £1740  
OF CUSTOMER  
ADVANTAGE FOR  
THE PURCHASE  
OF A CAN-AM  
OUTLANDER  
MY22-23**

**CAN-AM OUTLANDER 450 / MAX  
450 / 570 / MAX 570 / 650 / MAX  
650 / 6X6 450 & 650**

**FOR THE PURCHASE OF A NEW  
CAN-AM OUTLANDER 450-570-650  
MY22-23 (6X6 & MAX VERSIONS  
INCLUDED) , YOU CAN BENEFIT OF  
A CUSTOMER ADVANTAGE WORTH  
£1300 ON OUTLANDER 450, £870  
ON 650 AND & £1740 ON  
OUTLANDER 570**

**OFFER IS VALID UNTIL STOCK DEPLETION!**



# 0%

**FIRST PAYMENT DEFERRED  
UNTIL MARCH 2024**



**SPECIAL FINANCE OFFER  
COVERS ALL MF PRODUCTS  
INC. BALERS, TEDDERS, RAKES  
AND MOWERS**

MASSEY FERGUSON® is a global brand of AGCO Corporation.

[WWW.MASSEYFERGUSON.CO.UK](http://WWW.MASSEYFERGUSON.CO.UK)



MASSEY FERGUSON

BORN TO **FARM**



# NEW, USED & EX-HIRE



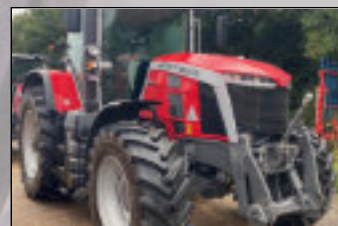
**MF 8S.305** EX-DEMO  
REF: 10070332 3YR 0% & WARRANTY  
**£170,000**



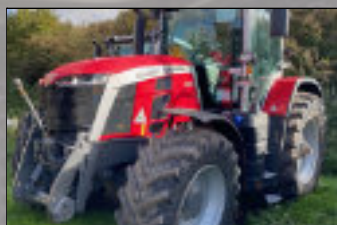
**MF8S.265** IN SOON  
DYNA VT, '22, 3000 HRS  
FL & PTO, WARRANTY  
**£129,950**



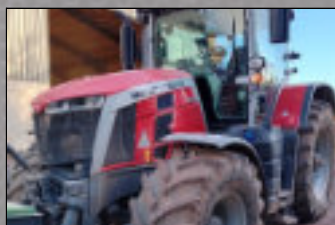
**MF 8S.265** USED  
REF: 30071796, E Power, '21  
**£119,500**



**MF 8S.225** USED  
DYNA 7, '21, WARRANTY, FT,  
GUIDANCE READY  
**£97,000**



**MF 8S.225** EX-HIRE  
DYNA 7, FL & PTO, 800 HRS,  
WARRANTY  
**£99,500**



**MF 8S.225** USED  
DYNA EP, '71 PLATE, 900 HRS  
**£105,000**



**MF 7719S** USED  
DVT, '21, FL & PTO, NEXT ED, 3420  
HRS, WARRANTY  
**£86,500**



**MF 1755E**  
REF: 10072484, ROPS  
**£22,245**



**MF RB4160V**  
REF: 40069479 13 KNIFE, ISOBUS  
**£33,495**



**MF TD776X TEDDER**  
REF: 10069488. 6 ROTORS, 7.7M  
**£13,250**



**MF RK662 TRC RAKE**  
REF: 10072141. INDIVIDUAL ROTOR  
LIFT  
**£15,450**



**MF DM316 MOWER COND.**  
REF: 40073760. '20, TINED, 3.1M, 6  
MOWER DISCS, FOLDING  
**£9,750**



**KV ENDURO CULTIVATOR**  
REF: 50072764,  
4M TRAILED



**KV 5M QUALIDISC**  
REF: 20072461, STAR DISCS, CLOD  
BOARD



**KV BALE CHOPPER 863**  
REF: 50071494, SWIVEL CHUTE,  
ELECTRIC CTRL



**KV FERT SPREADER**  
REF: 10072364,  
1500 LT TL



**NH BR7070 BALER** USED  
REF: 10074007, ROUND BALER  
**£11,000**



**SKY EASY DRILL** EX-DEMO  
REF: 10069863, 6M, MIN-TILL DRILL  
**BUY NOW PAY MARCH 2024**



**SLY STRIP CAT**  
4M FOLDING, 2017, TWIN HOPPER,  
HOLDS 2 BAGS  
**£29,000**



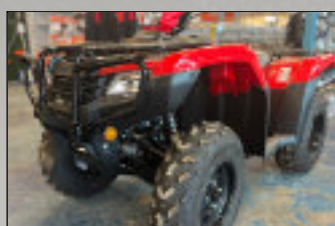
**HE-VA STEALTH**  
REF: 10071863  
**£21,850**



**CAN-AM TRAXTER HD9**  
REF: 10074150, '72 PLATE, 185  
HOURS, 12M WARR.  
**£17,750**



**KUBOTA RTV X900**  
REF: 20074148, 2018, DIESEL 4WD, ROAD  
LEGAL  
**£9,950**



**HONDA 520** USED  
REF: 10072379, FM2  
**£8,250**







Bridgewater

WILTON

Uffculme  
WILLAND

SOUTH PETHERTON

BLANDFORD

Southampton

FUNTINGTON

Chichester

Dorchester

Bournemouth

ISLE OF WIGHT

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07980 730 242

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**candotracors.com**



MASSEY FERGUSON



**HONDA**

