

DEALER OF THE MONTH

A new series aimed at celebrating the great work done by dealerships up and down the country

GOLF AND TURF MACHINERY

Location and Size

Wakefield, Derby. £3 million yearly turn over

Employees and Size of premises

18 staff. 14000sqft of covered area spread over the two locations

Number of service vans: Six

Brief history of company

The GTM business was formed in summer 2006 by Glen Sawyer and John Passfield. They put together a small team of experienced grounds care industry professionals with a wealth of experience in the ground-care industry. Each team member is respected in their own field of sales and after care service with many years experience working for large dealers across Yorkshire and the Midlands. Soon after forming, GTM was quickly appointed the Ransomes Jacobsen dealer for South Yorkshire and then in October of 2009 had the selling area extended to South, West and North Yorkshire. Steven Nixon joined in November 2009 as the Sales Director to help develop sales in the Golf sector. In June 2010 the company moved into a new depot in Wakefield so it can service the new larger area better.

Key services offered

New and used equipment sales, spare parts, service department, Hire of equipment. Training .

Specialist services offered

Operated Hire of equipment. Training and advisory service offered



How has the dealership changed over the years?

We are a young company of only four years, so the company is growing and changing almost daily. Our recent investment in new IT software programs will improve our overall operation.

What would you like to see changed?

Greenkeepers and Groundsman to be given the professional respect by their members and committees allowing them to do their jobs better. Also for more customer and dealership association, forming stronger partnerships between the customer and dealership which would help them achieve their goals of keeping their golf courses and grounds in pristine condition.

Do you support customers who have in-house service facilities (ie OEM parts supply)?

Yes, we have no problem with customers who have in house service facilities, in fact we have supplied several Golf clubs with Grinding systems and with technical training to help them service their own equipment. More clubs will go down this route in the future and we support progression.

Major customers

No real famous Golf clubs in our selling area, we consider that all our customers are major!

Franchises

Ransomes Jacobsen, (inc Iseki, EZGO, Smithco, Turfco, Ryan) Wiedenmann , IPU products, Greentek, Boxer skid steer and Major .

and many more too numerous to mention

**To nominate a GI Dealer of the Month contact Scott MacCallum with your reasons why the dealer of your choice should be featured...
Email scott@bigga.co.uk**