

DEALER OF THE MONTH

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

MAJOR R. OWEN LTD

Location and size

Parc Road, Penrhyndeudraeth, Gwynedd, North Wales. 2 Acre site

Employees and size of premises

26 Staff. 18500sq feet of covered trading space

Number of service vans:

8

Brief history of company

The business was established in 1977 by Major Raymond Owen and operated from his garden shed at his home in Penrhyndeudraeth. At this time, the concentration was primarily on two-stroke machinery, especially chainsaws and brush cutters. Major's daughter, Deborah, looked after the accounts with him.

Major moved to his first retail premises in School Street, Penrhyndeudraeth. In 1984, he was on the move again and took up a lease on the Old Market Hall in the centre of the village and was joined by his son in-law David Burnham and son in-law to be Andy Jones. As the volume of business increased, it soon became apparent that purpose built premises were necessary and in 1988 two acres of land was purchased at Park Road, Penrhyndeudraeth and a building of 5000 sq feet erected.

The business was incorporated in January 1990 and moved into its new premises during September of that year. Since that time, expansion has continued and this site now houses approximately 18,500 sq feet of covered trading space, incorporating showroom, workshop, parts, warehousing and administration areas.



Our operating area extends throughout North and mid-Wales. Currently the company employs 26 people including a team of 14 after sales staff.

Major retired in December 1997 and his son-in-law, David Burnham was appointed as Managing Director, supported by Major's other son-in-law, Andy Jones as Sales Director and his daughter, Deborah Burnham as Administration Director.

David retired in early April 2008 and Andy Jones was appointed as Managing Director and supported by Deborah Burnham as Finance Director.

Key services offered

Sales, service, parts, hire on all makes of equipment.

Specialist services offered

Regrinding of cylinders and bottom blades, Specialist lathe work, all types of welding, all types

of electrical testing & fault finding, all types of hydraulic testing & fault finding, shot & bead blasting,

What would you like to see changed?

More appreciation of greenkeepers and the superb job they do, especially in the current financial climate.

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

Yes

Major customers

All leading golf clubs in North Wales, All Local Authorities, Environment Agency, All leading caravan parks

Franchises

• Kubota, Toro, Hayter, Greentek, Ferris, Gianni Ferrari, Honda, Stihl, Husqvarna, Viking, Ifor Williams 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