WHITE'S WORLD

Issue 296

www.thwhite.co.uk

March 2019

PROJECTS



Reliable slurry pumping



Preparation leads to a good grass harvest



HURRY-0% finance on ALL Honda ATVs!

PLUS Agricultural clearance stock bargains!

AGRICULTURE PROJECTS GROUNDCARE DAIRY COUNTRY STORE TRAILER CENTRE LORRY CRANES CONSTRUCTION ENERGY, FIRE & SECURITY ONLINE STORE **MACHINERY IMPORTS**



A 39-YEAR WORKING RELATIONSH

Rob Sanderson's 39-year career in the grain handling and storage business has coincided almost exactly with the rise to prominence of large co-operative grain stores in the UK. During that time Rob has been the man behind some of the largest grain store developments across the country, including in Scotland, and he puts much of his success down to a long term working relationship with the team at T H WHITE Projects.

We caught up with Rob at the Shrewton grain store of Trinity Grain on the edge of Salisbury Plain. The expansion of this store from its original capacity of 30,000 tonnes to 100,000 tonnes in the 1990s was Rob's first big project, but Hampshire Grain was where he started back in 1980 - which merged with Wiltshire Grain and Ridgeway Grain to form Trinity Grain in 2018

"In those early days the development of large, co-operative grain stores were supported by

European investment grants," said Rob. "Yields were increasing and farmers faced the choice of making a considerable investment in their own grain store as well as finding markets for their grain, or becoming part of a joint enterprise using centralised storage and distribution points, thus streamlining their operation and guaranteeing a market." When Rob arrived



Trinity Grain's 100,000 tonne grain store at Shrewton – the original 30,000 tonne facility in the foreground with the extension beyond.

at Hampshire Grain it was only a year since the grain store had been built by the newly-established T H WHITE Projects (then called T H WHITE Installation Ltd), but the concept was beginning to take off and the first big extension, again with T H WHITE, was made in 1982.

"It was great to work with the T H WHITE team and it gave me a clear insight on how large infrastructure projects should be handled. These days such projects are generally very tenderorientated, but back then we relied on a relationship of confidence and trust. I can remember spending hours with Ken Spreadbury from T H WHITE, going through the initial ideas and drawings, tweaking, refining and bringing ideas to life. Both sides of the venture shared the risk of investing a lot of time up-front, making proposals to Boards, lawyers and steering the project through the planning process. The commitment was joint and if it didn't go

ahead for any reason everybody lost out which created a strong team spirit."

The knowledge gained in that early work gave Rob the confidence to take the lead on many subsequent projects, including a major grain store for Camorain at Kettering. "That presented real challenges in terms its sheer scale and complexity of planning,"

Continued on page 3 >

THWHITE

GROUP

News and information from the T H WHITE Group

GROUP WHITE'S WORLD

White's World is published monthly by T H WHITE. To contact our Divisions, call:

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	Frome	01373	465941
	Huntley		830303
	Hereford		352333
	Toddington		620211
	Devizes		722381
	Stockbridge	01264	811260
Projects		01380	723040
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WHITE'S WORLD ONLINE

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To sign up for digital updates visit www.thwhite.co.uk/signup. We will then send you a monthly email with links to all the top stories and offers. As always, you will have the option to unsubscribe at any time.

GROUNDCARE

FAREWELL TIM, WELCOME ROB

will enable

me to take

to build the

success has

dealer principal.

Rob Iddeson, Case IH dealer principal for T H WHITE Pro Agri, has assumed an additional new role as head of T H WHITE Groundcare, managing the business's four Groundcare branches.

The opportunity arose due to the departure of director Tim Lane, who has left the T H WHITE Group for pastures new

Rob joined T H WHITE last year having been business development manager at Claydon Drills. He started his career as a farm and estates manager and was later appointed a director at Claas retail dealing with that company's complete range of machinery.

"Groundcare is a core business for T H WHITE," said Rob, "and taking responsibility for it is both a privilege and a challenge. I am confident that my strong background in machinery

MACHINERY IMPORTS **BILL JOHNSTON TO HEAD MACHINERY IMPORTS**

Bill Johnston (right) with T H WHITE Machinery

Imports general manager Clive Carter.

Bill Johnston, who joined T H WHITE in 2015 as a woodchipper specialist and since early 2017 has been responsible for Jensen UK, has now been appointed head of Machinery Imports.

Bill will manage the Machinery Imports team of area sales managers

who support all the UK Ferris, Wright, Spider and Jensen dealers, as well as remaining the primary point of contact for Jensen woodchipper enquiries. Machinery

Imports was established in 2016 and has developed a network of 28 dealers nationwide, several with multiple sites, but Bill has already identified further opportunities. "All four of our brands will benefit from a new technical and sales training and sales programme starting this year. We have plans in place to continue increasing brand awareness

regardless of the size and scope of their operation, and then support it with

exceptional after sales and service. We

of customers, while seeking out and

developing new opportunities."

will continue to serve our broad portfolio

Rob will continue his role as Case IH

across the board and the business is forecast to grow market share as a result," said Bill.

"Particular focus will be given to our parts department where our sales and expertise grow year on year. With additional investment we aim to create an enviable and highly efficient after-sales function."



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A 39-YEAR WORKING RELATIONSHIP Continued from front page



An on-site gathering as the extension of the Shrewton grain store starts to take shape ready for the 1996 harvest. On the left is Rob Sanderson with Wiltshire Grain chairman Roger Moore, the late Peter Webb of T H WHITE and grain store manager Nick Brown

Rob recalls. Other challenges also awaited, including two large projects in Scotland – one for Angus Cereals at Montrose where a port facility was developed on bare quayside land, as well as the enlargement and enhancement of ageing 20,000 tonne store for Aberdeen Grain where the capacity was expanded to 65,000 tonnes. All these schemes were carried out in tandem with T H WHITE Projects, making it one of Britain's leading installers of this type of infrastructure.

In recent years Rob has worked with Openfield, which grew out of the Grainfarmers and Centaur Grain farmerowned co-operatives, and which now handles and markets around 20% of the UK crop to major food manufacturers such as Warburtons.

With some of the UK's biggest grain stores on his CV, his twitter profile is not exaggerating in describing him as 'GrainStorageRob'. At the beginning of this year he 'retired', but still retains an involvement with the industry through his own consultancy, Prograin.

Walking around the Shrewton site



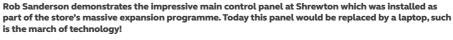
"The number of large grain stores now available to farmers probably means there are unlikely to be more truly large scale developments," says Rob, "but that doesn't mean things will stand still. Improvements in engineering and technology, plus the need for renewals will mean that customers will always need to call upon T H WHITE's expertise." Certainly the experience gained by T H WHITE while working on large agricultural co-operative stores is now being carried over to many diverse projects in other industries.

T H WHITE Projects is ready to help with whatever type of project you are contemplating, just as we have been able to work so successfully with Rob Sanderson over the years. Just call us on 01380 723040 to find out more about how we can assist you in making the most of your projects for generations to come



BE PREPARED

T H WHITE





AGRICULTURE **0% FINANCE OVER TWO YEARS ON** ALL HONDA ATVS



Customers who purchase any Honda ATV from T H WHITE before 30 April 2019 can opt to use 0% finance over a two year period*.

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For more information please contact Simon Knight on 07860 712963 or Tim Rochfort on 07973 911934.

* Terms and conditions apply, subject to status. Datatool tracker is supplied and fitted free of charge, annual Datatool subscription chargeable at £9.99 per month.

HAY & FORAGE DEALER OF THE YEAR



Adrian Lovegrove, Ray Bennett, Dave Sobev and Alex Scott with the New Holland award.

T H WHITE Agriculture has been named 'New Holland Hay and Forage Dealer of the Year', reflecting strong success in forage harvester and baler sales.

The prestigious award was announced at a meeting of New Holland's UK dealers at Chateau Impney in Worcestershire on 23 January.

Commenting on the award, New Holland Business Director UK and ROI, Pat Smith, said "I am thrilled to be making this award to T H WHITE. It really is a well-deserved recognition of top performance and delivery of New Holland targets."

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SECURITY

T H WHITE Energy, Fire & Security is an NSI Gold-accredited Intruder and Security specialist with 26 years' experience in installing and maintaining commercial security systems. Our carefully chosen suppliers are **Honeywell**, **Risco**, Texecom, and Visonic and we supply and install panels, detectors, PIRs, key fobs, keypads, as well as a range of wireless communication warnings and controls.

FIRE SAFETY SYSTEMS

T H WHITE is an approved Gent 24 System Integrator, specialising in design, supply and installation of Gent fire systems from Honeywell. We also supply and install farm alarms and associated accessories from Advanced Haes Kentec. EMS. Hochiki and Apollo. We work with clients to provide single standalone alarms or fully integrated solutions as well as secondary solutions such as fire extinguishers



EV CHARGEPOINTS

Working with leading supplier **Evolt (Swarco)**, we offer a full range of electric vehicle charge points, from simple residential installations to fast and rapid charge points for commercial use. We are also registered to offer OLEV grant funding to homeowners and businesses for each qualifying charge point installed.

SOLAR ENERGY & STORAGE

We have a strong pedigree in Solar PV having installed over 300 commercial schemes totalling 18 Mega Watts from commercial rooftop solar systems and small solar parks. We choose to install Hanwha Q Cells well as market leading SMA, Fronius and SolarEdge inverters. For energy storage we are now installing the Powerwall 2 battery from **Tesla**



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for any new or existing customer who takes on service and maintenance from a new department. For example, if you have an energy service contract and take out fire alarms servicing, then the discount would apply to your first booking of the new work.

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ENERGY, FIRE & SECURITY **PROFIT BEYOND FIT**

After eight years, of one of the most successful subsidy schemes in history, the Feed-In-Tariff (FIT), comes to an end on 31 March 2019 - but what does this mean for businesses who still wish to invest in solar energy in the future?

The truth is that the future is still very bright for solar for commercial systems. Over the last few years we have become used to drops in FIT support and the scheme itself was only designed to kick start new forms of energy as opposed to support them permanently. The reason for our optimism comes from a number of things:

• Falling panel prices have been a major factor, driven by massive global demand which has helped the manufacturers refine their production to make panels more efficiently.

 Proven success of existing installations, some nearing 10 years old, has given people confidence in the technology.

• Climate change is rising on the agenda for many businesses as they seek ways to adapt and decarbonise.

• The economics work without a subsidy, and in some instances this has been the case for some time. If you use more than 80% of your power on site you are likely to achieve a double digit return on a solar investment.

We are receiving a significant level of interest in commercial Solar PV installations for delivery post March 2019 which is driven by all these factors. There are many companies seeking to buy power from generators, so even if you were to export some of your load there is a market for the power. We also have community funders seeking projects in which to invest, in effect giving businesses owners free solar systems on their buildings in exchange for guaranteed cheaper electricity.

Please contact us for more information via our website. efs.thwhite. co.uk

AGRICULTURE **PREPARATION IS EVERYTHING FOR A GOOD GRASS HARVEST**

Good preparation is a key factor in ensuring a successful grass harvest and work is now well under way.

Many farms suffer from poor quality swards and limited yields even if they plough and re-seed regularly. Often this is caused by soil becoming compacted which limits water flow through the soil and reduces air interchange. Reasons for compaction can vary from gradual soil slump to the impact of heavy machinery. Over the years silaging and slurry spreading equipment has become larger and heavier, often causing deep compaction, while shallow compaction can be caused simply by the weight of animals on the soil.

This is where the **Opico Sward Lifter** Grassland Subsoiler can make a real difference, being specifically designed to break up hard pans and surface compaction while lifting and opening up the subsoil creating improved drainage. The Sward Lifter features a cutting disc at the front to open up the turf, allowing the subsoil leg to travel through the sward without soil bursting onto the surface. Each of the Grassland Subsoiler's legs are fitted with shear-bolt or hydraulic reset to prevent damage. Spring loaded rollers are then employed at the rear of the unit to press the turf closed, leaving a surface that is level and ready for use.

Aeration is just as important as good drainage, The **Opico Grassland Sward Slitter** improves aeration of plant roots in the upper soil surface which stimulates grass and clover growth. Aeration of the sward root zone is critical for a healthy ley. Slitting allows oxygen interchange through the soil surface and also encourages evaporation of moisture in the surface layer of soil so that it dries out more quickly to promote earlier growth in the Spring.

Although slitting or spiking of grassland is not new, OPICO has taken a





fresh look at the design of the Grassland Sward Slitter's blades and incorporated a chamfered trailing edge. This limits the turf damage when each knife comes out of the soil, leaving a better finish.



Research has shown that spring application of slurry is far more beneficial to grass than summer spreading, so with the season now upon us the one thing you definitely need is a reliable slurry pump.

The Austrian-built Bauer Magnum SX is a tough, no-nonsense unit with a 140m head and a capacity of up to 300m³ per hour. Its high cutting and chopping performance is exactly what is needed when lifting slurry from a lagoon as it will cope with up to 12% solids and is largely insensitive to solid particles.

As well as a long service life, you can expect this pump to deliver low operating costs with easy maintenance. The cutting blades are easily adjustable to maintain the ideal cutting gap while

For help on preparing for improved grass vields contact any of T H WHITE's Agricultural branches listed on page 2 where our specialists are ready to give impartial advice.

F SLURRY PUMPING

the impeller is a high grade casting of an open design well suited to liquids containing straw or grass. The flange ensures enormous suction capacity and the shafts are sealed with a double-acting mechanical seal with an oil reservoir.

Three drive options are available with couplings for a tractor PTO, a standalone diesel engine or electric motors, and there are five mounting variants - a pump trolley, a hoisting frame for threepoint linkage, a trailer with Diesel engine. a mobile unit with Diesel engine, as well as a base plate with electric drive motor.

Our slurry specialist Bob Gallop can explain all the options to ensure you get the configuration that's right for your needs. Call him on 07831 883734 or email rg@thwhite.co.uk.

BIG NAMES IN USED EQUIPMENT

VÄDERSTAD =

www.thwhiteused.co.uk

NEW HOLLAND AGRICUITUR





♪ DeLaval

**** POTTINGER**



2011, New Holland BR7060

super feed, good order, very

nice condition, 20,000 bales

2015 New Holland T6,160

50kph, 4 cylinder, excellent

condition £53.000 RL

£10,500 AD







4 New Holland CR9080 Combine, twin pitch rotors self-levelling cleaning shoe. yield monitor **£159,000 RD**



New Holland BR7060 variable chamber crop cutter 50kph, full p/shift, fender round baler, 480/45-17 tyres linkage & PRO controls, cab £8.000 RM



2016 Case IH Optum 300, front linkage, 5-electric remotes, hyd top link, full quidance **£98.000 SC**



EX-DEMO 2018 Väderstad Rapid RDA600S Combi Drill, Disc Harrow, 6.25m 3 rows of coulters, interactive XL carrier, excellent depth control £82,000 RD

TRACTORS

2014 New Holland T7.270 Terraglide II with brakes, 3600 hrs, excellent £65,000 AT 2017 New Holland T7.190, semi p/shift, 50kph, cab suspension, LH & RH beacons,

2 led cab lights, Michelin tyres **£59,000 RD** 2011 New Holland T7.270 auto command. £46.500 AT comfort seat, front linkage,

MACHINERY

2013 Manitou MLT735, CRC Perkins Turbo engine, 5 speed powershift, work lights, 2 £26.500 PC rear autoclean system 1995 New Holland FX300 Forage Harvester £18.000 RM in working order, sold as seen

RB	Ray Bennett	07710 985957
PC	Paul Churches	07702 724308
SCT	Steve Clucas-Tomlinson	07860 593339
SC	Stuart Crook	07831 249489
AD	Andy Daffurn	07860 331023
CD	Colin Davis	07860 401211
RD	Rhodri Davies	07775 003460



2011 New Holland FR9050 Forage Harvester, hours: engine 2134, chopping 1582 £83.000 RM

2017 New Holland T7.210.

suspension £67.000 JW

2017 Case IH Puma 150.

50kph, 19 x 6 semi p/shift,

front linkage, dual motion

air seat **£68.000 SC**

condition £37,000 RL





2016.New Holland T7.190. 50kph, c/w semi p/shift, Power Command, 50kph, joystick, very good condition front linkage, auto steer £59.000 JW ready, 3,200 hrs £53,900 PC



2018, Manitou MLT741, vario 2013 Manitou MLT735, 2017 Case IH Farmall C, 24 transmission. 7m reach. 4.1 excellent condition x 24 hi/lo gearbox, 40kph, tonne lift capacity. 260 hrs. LRZ 100 Loader. 2 rear excellent £66.000 JW remotes 41.500 CM



TD-S Slurry Tanker, topfill, internal agitator, hyd drive

£14.000 AT 2005 New Holland BB940 Big Baler £15,000 AT **£POA AW** £8,000 RM £7,400 RM £5,600 RM £4.000 RM £4.000 RM £3,500 SC **£POA SC** £2,850 AW with all accessories to self-install £1.800 SK

E	Nigel Ellis	07860 247367
/F	William Farr	07495 114325
G	Bob Gallop	07831 883734
н	Jamie Harraway	07826 917955
κ	Simon Knight	07860 712963
L	Ryan Lanfear	07769 248602
L	Ben Linton	07495 114479



EX-DISPLAY 2017 Warwick WB14FM 14T Fastmaster Grain trailer, 4mm floor, 3mm sides **£18,415 CD**

Hedge Trimmer, good hyd roller £12,500 RM

1500 Slurry Tanker, good pump £3,500 RM

CM Chris Martin RM Richard Morgan TR Tim Rochfor AT Andy Taylor AW Adrian Weaver JW Joe Woolley



On the opposite page is our usual monthly selection of some of the best used agricultural equipment on the market. But on this page we present a selection of clearance items at bargain prices.

This selection of products may be ex-display, exdemonstrators, or simply items that we have had in



Case IH 8240 combine

compressor **£POA**

EF: 51111457

control **£114.000**

REF: 71107377

jsm joy stick **£POA**

REF: 41106831

Case IH Luxxum 120-32 x

32 powershift, 40kph, push

back hitch, cab susp, air seat,

front weight carrier £45,270

New Holland T7 270 AC



New Holland CX7.80 combine – chop & chaff, yield harvester-autoguidance, hi-cap unload auger, engine monitor, autoquidance, 22ft varifeed header £183.000



Case IH Optum 300 - 50kph T4B – 50kph eco cvt. class 4R cvt. air brakes, front linkage axle, cab suspension, climate & PTO, AFS 700 screen, full quidance £128.250







REF: 71110063 Manitou MLT741-140-Deutz Manitou MLT733-105 LSU Premium - Deutz engine, stage 4 engine, m-varioplus 7m reach, 3.3t lift capacity transmission, hyd locking, £56.500

REF: 61112294 105hp, vario hydro trans.

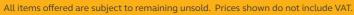


REF: 61110509



Carrier TopDown 400 crossboard, system disc £44.000

runner **£POA**



BRANCHES: DEVIZES: 01380 722381 FROME: 01373 465941 HUNTLEY: 01452 830303 KNOCKDOWN: 01454 238181 HEREFORD: 01432 352333 MARLBOROUGH: 01672 512328 TODDINGTON: 01242 620211 STOCKBRIDGE: 01264 811260



2015 Väderstad CR625XL pump £36,750 BG

2002 New Holland RI600Y Maize Header to fit 4wd self-propelled 2012 Claas Tedder, 7.7m working width, serviced and ready to go 2008 Krone Rake, good condition 2013 Teagle Tomahawk 8100 2012 Kuhn FC283 Mower Kuhn HR3003 Power Harrow 2008 Krone Tedder 2002 John Deere 228A Mower 2002 John Deere 1365 Mower 1992, Kuhn Plough EX-DEMO – Robomow RS630 mower, base station, wire & pegs, mower will come



TRAILER

Spearhead Excel 605 working order, 1.2m head.

2007 Marshall 2400 Slurry tanker £4,950 BG

2017 Polaris Ranger Diesel UTV **£8,800 SK** EX-DEMO - 2017 Honda auto UTV 700M2, 66 hours and 260 kms, 2 yr warranty 2/4wd and difflock, tipping rear back, 680kg towing capacity, 386 load capacity £8.495 TR 2009 Kawasaki Mule £4.500 RM

Marshall 11 tonne Silage Trailer **£5,500 PC**

07919 044389 07831 351379 07973 911934 07831 255811 07850 301575 07818 077591



TANKERS

£36.000 AT



store for a longer period. As a result, some items may exhibit storage soiling or show signs of light use, but without exception they are high guality machines and implements.

All items will be fully checked by our technicians as well as being warranted by T H WHITE.



Kuhn Profile 24.2CL TMR mixer wagon-cross feeding, 2 vertical augers, 6 auger knives **£40.820**



Case IH Puma 200 T4B -50kph, exhaust brake, air trailer brakes, f/linkage, auto aircon £105.350



REF: 61113667 New Holland T6.175 T4B -50kph. 24 x 24 trans. class 3 susp 4wd with brks & terralock aircon £68.500



Manitou MLT630-105 Vario Elite - Deutz stage 4 engine, 40kph heater £55.500



Väderstad CR650C Cultivator system disc aggressive, steel



REF: 51110456 Pöttinger Torro 6010l Combiline Loader Wagon -tandem sprung steering axle, 45 knives £69,250



NH T7.245 AC T4B - 50 kph. eco cvt. hvdr single. full autoguidance, joystick, aircon £105.000



New Holland T7 210 T4B-50kph, full powershift, hyd & pneu track brakes, aircon, cab suspension £77.000



Väderstad Top Down 400 multipurpose cultivator £52.000



Ex-hire Manitou MLT625 75H Elite – Kubota engine, 75hp, 6m reach, 2.5lift capacity **£42.200**



New Holland FR650 T4B-4wd diff lock, 40kph, engine compressor, autofloat climate control £205.000



NH T7.245 AC - 50kph, front linkage Michelin tyres 540/65R30 fixed, 650/ 65R42 fixed, 211 hrs **£POA**



Case IH Maxxum 145, 50kph -540/540E/1000 PTO, front linkage, 90mm lift ram, susp f axle with brakes £69.650



REF: 61113887 Manitou MLT 625-75H Elite – Kubota engine, 42" fixed forks & carriage, 5 hyd services **£49.800**



Case IH Farmall 105C HD -high-lo 24 x 24 2 speed p/ shift, 40kph, HD rear axle, 3 rear remotes, aircon **£POA**

COUNTRY STORE GOODNATURE: HUMANE CONTROL FOR GREY SQUIRRELS

For many people the grey squirrel is far from being a cute garden visitor - it often causes severe damage to woodlands by stripping bark from trees, as well as stealing the eggs of song birds. Introduced from North America in the 19th century, the grey squirrel has also almost driven the native red squirrel to extinction in many areas.

The problem has reached the point where some regard the grey squirrel as a more serious pest than rats. That said, the grey squirrel is a regular and approachable resident of our woodlands, parks and gardens, so where targeted control is needed it's important that it should be humane. Shooting or trapping grey squirrels with primitive spring traps used to be the only lawful means of control, but both methods have been criticised for being inhumane.

However, under DEFRA's newly made Spring Traps Approval Orders, the long-awaited Goodnature A18 Grey Squirrel Trap became an approved trap in England and Scotland from 1 January 2019, and is now available from the T H WHITE Country Stores.

Unlike other traps, the Goodnature A18 is powered not by springs but by the force of compressed gas from a small screw-in cartridge. It is designed to be





mounted at head-height on a tree; when a squirrel tries to reach bait inside the trap's tough plastic housing it pushes aside a fine wire which triggers a gaspowered captive piston. The powerful strike to the back of the animal's head results in near-instantaneous death and the piston then retracts, allowing the dead animal to drop to the ground where, in most cases, it will be quickly removed by scavengers.

The principle of the trap is closely related to the Goodnature A24 rat trap profiled in White's World 281 (December 2017) and is the latest result of the pioneering work done by the New Zealand company in developing genuinely humane, non-toxic traps for pest control.

A major benefit comes from the fact that the trap is self-clearing and selfresetting, meaning that it requires less human attention. Each gas cartridge is capable of delivering 18 strikes which in most situations will be sufficient for about six months. A strike counter attachment comes with the trap so that the user will immediately know how often it has been operated.

The Goodnature A18 is available from our Marlborough and Knockdown Country Stores at £159.90 including VAT. Replenishment packs of lure paste and gas cartridge are available too.

COUNTRY STORE

www.thwhitecountrystore.co.uk

MORE MOWER FOR YOUR MONEY

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With fantastic offers across our lawnmower ranges, there's never been a better time to buy a Honda. With so many to choose from, you'll be sure to find the perfect model for you. So take a look at the offers below and see what takes your fancy.



Comeave use only. It might pointed in superior date executes of the UM initial analysis of the UM init

T H WHITE COUNTRY STORE, 47 LONDON ROAD, MARLBOROUGH SN8 2RN