

Dewulf

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Dewulf & Miedema continue their dealer restructuring in France

Those who think about dewulf~miedema, think about innovative, economical, reliable and enjoyable. These core values are closely linked with a solid and reliable distributor network. After completion of Belgium, The Netherlands and Germany, we continue the dealer restructuring in Western Europe with the north of France. Ets Ducastel, Team3, Messeant Esquelbecq and Demaeght Agri are now your partners in the cultivation of potatoes.



In Normandy, the choice was made for a partnership with Ets Ducastel. This family owned business began in 1859 supplying agricultural services. The company reflects a strong image of after-sales service. They started with potato machinery in the nineties because this was close to the heart of Adrien Ducastel. There was also a high concentration of cultivation of seed potatoes and table potatoes. Ets Ducastel is one of the largest agricultural distribution groups in Normandy, and has already been a dealer of Dewulf for some time. Thanks to the expansion of their product range with the Miedema potato machinery,

they are able to supply a complete range for the modern-day potato grower and contractor. Next the head office in Valmartin (9), eight other establishments provide local service in Cany-Barville, (10), Bréauté (11), Buchy (12), Brachy (13), Le Neubourg (14), Falaise (15), Troarn (16) and Vimoutiers (17).



Further north, the choice for the distribution of dewulf~miedema, was the company Team3. This young concession, part of the Scomas Group, developed strongly in five years thanks to a motivated team and their expertise in launching new activities. Next to equipment for stockbreeding and irrigation, they wanted to introduce potato machinery into their product range. The potato machinery will be marketed and sold through the irrigation group because of the same range of customers. Patrick Petit, Nicolas Dony and

Mathieu Ducrocq have approached dewulf~miedema to become dealer. The two groups have the same values: quality, commitment and responsiveness. The ambition of Team3 is to ensure a full availability, for the commercial side as well as the after sales and service. Therefore the potato and irrigation activity will be an individual business, managed by 2 commercial and 4 service people who supply expertise in planting, irrigation, harvesting and finally storing. The division has its head office in Estrées-Deniecourt (2), but Team3 has also establishments to cover all Picardie and a part of the Pas-de-Calais, like Sapignies (1), Frévent (3) Marle (4), Harly (5) Aubenton (6), Villers-lès-Guise (7) and Quevauvillers (8).

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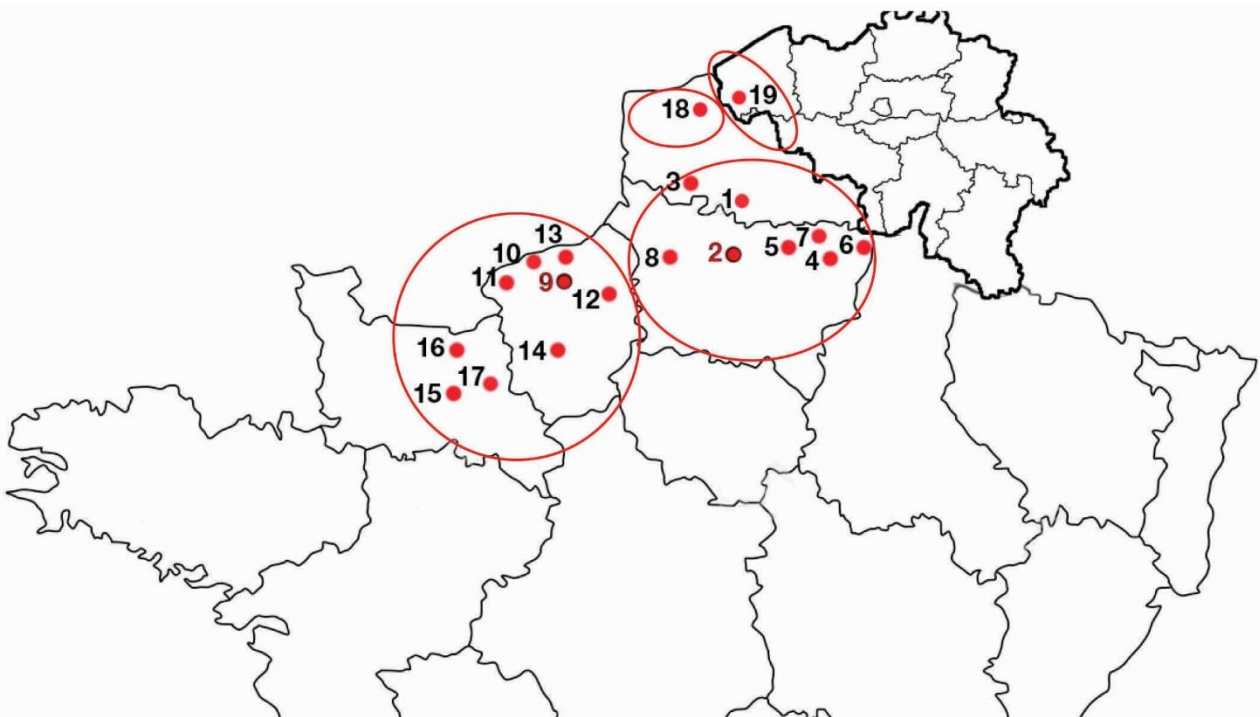
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In the north, next to the French-Belgian border, Dewulf & Miedema will cooperate with company Messeant, but only with the sub-office in Esquelbecq (18). This cooperation existed already for the Miedema range and extends for the full potato range dewulf~miedema.



Demaeght Agri, situated in Proven (Belgium) (19), Dewulf dealer since 40 years, will continue to service and sell the Dewulf range in France, at the north-east of the A25.



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