

CLIENT FOCUS:

## GOODROWES



### ABOUT THE CLIENT

Goodrowes of Chichester has been established since 1943 and serve the farming, estate and outdoor communities in West Sussex, Hampshire and Surrey. The core of the company's business is dedicated to agricultural and dairy engineering. However, over the last 70 years Goodrowes has developed and diversified into a number of separate but highly integrated departments offering a wide range of products with unrivalled service and support.

The company employs nearly thirty members of staff at two locations in Chichester. Many of the staff have worked at Goodrowes for more than twenty five years and have an extensive knowledge of the products and services on offer.

Goodrowes City Centre location in The Hornet offers outdoor clothing, ironmongery, garden tools, fencing, plumbing, electrical, agricultural and horticultural supplies. The site is also home to a team of skilled agricultural engineers. In this department Goodrowes offers a wealth of knowledge and experience in such fields as dairy engineering, refrigeration, fabrication, welding, water supplies, pumping systems, irrigation, grain storage and grain drying.

The company's garden machinery department offers an extensive range of machinery catering for the domestic gardener through to commercial concerns. On offer are ride on mowers, rotary mowers, strimmer's,

### At-a-glance

**Company Format:**

Limited Company

**Years with Evans Weir:**

20+

**Sector(s):**

Retail, Agriculture, Engineering

**Staff:**

Approx. 30

**Location/Offices:**

Chichester, West Sussex

**Services provided:**

- Business advice
- Accounts preparation

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**Damian Sadler**  
**Director, Goodrowes**

chainsaws, hedge cutters and many more products from well-known makes including Stihl, Viking and Hayter.

Since the company started just over seventy years ago there have been many changes. Farming has not only become more intensive and large scale, but many farms have seen barns and outbuildings converted into holiday lets and housing. The dairy industry has faced a slow but steady decline. The core of Goodrowes business which once serviced and repaired some three hundred dairies now looks after around forty. The change in the industry has inevitably led to a significant change in both the customer and their buying habits.

### WHY EVANS WEIR?

Goodrowes chose to work with Evans Weir due to the quality of the advice provided. Being located near to one another, Evans Weir had a good understanding of the business and the issues it faced in the retail environment. Furthermore it means the Evans Weir team are literally on hand should Goodrowes need advice or have forms to sign.

### THE SERVICE PROVIDED BY EVANS WEIR

Despite having an in house accounts department, Evans Weir have provide excellent financial advice in areas the business has found challenging such as PAYE, VAT, pensions, business tax and year end returns. As well as the excellent financial advice, Evans Weir has also aided Goodrowes with business development decisions which have been of great value.

### GOODROWES ON EVANS WEIR

Damian Sadler, Director of Goodrowes "Some 20 years ago we started working with Evans Weir and have since gone on to develop a strong relationship. Evans Weir has supported us at a time when business has become increasingly difficult.

We would definitely recommend Evans Weir to any new or established business for the following reasons; professionalism, quality of advice, efficiency and easy to do business with.

A successful business must take the right financial decisions as well as managerial ones. Being administered and advised properly has given Goodrowes peace of mind and allowed them to focus on improving their many aspects of their business.

