



Farming Together

April 2012

April was another very busy month at Echuca CIH. New machine deliveries have taken much of our time, in preparation for the sowing season. Training also consumed plenty of hours, with staff attending sessions around the state, including recent Case IH GPS Field Level 2 training. We pleased to announced that Echuca CIH is one of only four Case IH dealers in Australia authorised to sell this new GPS land levelling product! Read more about our GPS products and network in 'Sales News'. I trust you all received the first edition of our 'Farming Together' newsletter and found it informative.

Darren Stephenson (Dealer Principal)

Staff News

Unfortunately, we say goodbye to two of our Service Technicians this month.

Tim Hand has headed to America on a six month contract with Jim Deibert Custom Harvesting. Tim will re-join the fold back at Echuca CIH later in the year with some great experience under his belt, and no doubt a heap of great stories to tell!

Nick Gledhill is also leaving us to work along side his Dad, Stuart Gledhill Laser Grading, up on the NSW border. All the staff at Echuca CIH wish both boys all the best in their endeavours and thank them for their strong work ethic and high standard of work demonstrated.

Sales News

Echuca CIH has been a leader in the provision of Precision Farming since 1999, when they first provided visual guidance for a tractor in a seeding application. The first hydraulic steering using an RTK signal was sold and installed in 2001. By 2002 we were selling and installing seed rate control on air seeders and wing cut off on sprayers. During the next 10 years, the Case IH AFS Accuguide products have been developed in partnership with global leader Trimble. Echuca CIH guidance network covers an extensive area of northern Victoria and Southern NSW. We have been committed over the last few years in building a GPS network guidance signal to many different locations. Phil Kennaugh is our guidance guru who has helped in establishing this network as well as installing the base stations and repeaters in all the locations. We currently have an RTK signal covering

over 8,000sqKm. We plan to extend this area as demand grows. Phil also heads up the sales and installation of the guidance packages that we provide. We have a range of packages available from the basic light bar models to the RTK hydraulic steering. We can also cater for implement steering which steers the implement independent of the tractor to provide straight bed forming or allow for inter-row sowing. We are also pleased to announce that we can now provide TRIMBLE FIELD LEVEL 2. This new GPS system is for laser grading and land forming. This system alleviates the need for a tower and laser transmitter in the paddock, it operates off our network signal or your base station to allow you to set up for irrigation or put in drainage channels. We are one of only four Case IH Dealers in Australia to be authorised to sell this system.

Service News

Echuca CIH Service department regularly updates our technician’s qualifications with formal factory training on latest level products. The following provides an outline of training undertaken so far this year, and also up and coming training for the rest of 2012.

Case IH Training - New Engine Systems (Glen Harris & Michael Severin), New Steiger and Magnum (Jason Stone & Brayden Tyrrell), Puma (Glen Harris & Laurie Jones), Puma CVT (Jason Stone), JX/JXU & Maxxum (Brayden Tyrrell, Rohan Whatley & Brad Lang), New AF130 & 230, AF88 / 20 Headers (Michael Severin), LB3 Balers (Brad

Lang), WD3 Windrowers (Jason Stone & Glen Harris). Electrical, Hydraulic systems & Electronic Service Tool (EST)(all technicians), Datar-Advanced Diagnostic Tool (Jason Stone, Glen Harris, Michael Severin & Brendan Floyd).

Kubota & Krone Training - Kubota National Service Mentor program (Phil Woods), M Series (Phil Woods & Brad Lang), Krone Big Pack (BP), Vario Pack (VP) & Comprima Balers (CP) (Glen Harris & Brad Lang).

Polaris Industries - Technical training on new Ranger’s and ATVs (Phil Woods).

Parts News

Did you know that we have comprehensive parts catalogues available on our website? The catalogues allow you to view drawings and select parts for Case IH and legacy branded machinery including Austoft, David Brown, Case and International Harvester, from as far back as the 1930s. The online catalogues are easy to use and available 24-7!

Not sure what type of oil and lubricant you need? No problem,

a quick model search is available on our website that will answer all of your queries.

Visit http://www.echucacih.com/parts_catalogues.htm

Why not come in and ask about our latest specials, which include:

- air seats, air seeded hoses and filters,
- a new range of 80 channel GME UHF. They are Australian made and come with a 3-year warranty; and

- new Clarion CD players to suit all tractors that are compatible with latest Bluetooth technology.

On a different note, for all our fisherman out there in need of some helpful tips, look no further than our very own Parts Interpreter, Jason Jennings. Jason, our resident fishing guru, has had great success pulling in Murray Cod over the past few weeks - move over Rex Hunt!

Marketing & Promotions

INTEREST FREE FINANCE ON ALL CASE IH GUIDANCE PRODUCTS

No matter what size your farm is, or your GPS guidance needs, **Case IH** can tailor an **AFS** solution for your farm’s unique requirements. Regulate your planting, seeding, spraying and spreading applications, using the superior technology you’ve come to expect from **Case IH**. Linked to **Case IH** data management software solutions, it’s easy to monitor all your farming operations from planting to harvesting (Ends 30 June 2012, Terms & Conditions apply)

BUY NOW WITH NO INTEREST! LIMITED TIME! FEBRUARY 2012

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Regulate your planting, seeding, spraying and spreading applications, using the superior technology you've come to expect from Case IH.

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Customers who purchase any Case IH guidance system will get a 3% discount on the purchase price of the AFS system. This offer is valid on all Case IH AFS systems purchased from February 1, 2012, to February 29, 2012. For other system sales, please visit www.caseih.com for details.

Visit www.caseih.com for details and the address of your nearest Case IH dealer.

Be Ready.

AFS

Case IH



‘BE GREEN AND READ FROM THE SCREEN’. If you would like to receive this newsletter electronically, please email your details to michelle@echucacih.com