



Farming Together

December / January 2013

Happy New Year! Welcome to our first newsletter for 2013. We hope you and your families had a wonderful festive season. 2013 sees Echuca CIH embark on another exciting year. Two more Technicians are about to clock on, four more GPS Base Station towers are about to go up; and 2013 training has begun already. All this while staff are attempting to take some leave following a very hectic but successful harvest. We're constantly trying to better the service we provide and 2013 will be no exception.

Darren Stephenson (Dealer Principal)

★ Customer Competition ★

Do you have photos of your pride and joy? No, not the kids or the dog, your agricultural machinery of course! Our first competition for 2013 gives you a chance to win a wotif.com travel voucher to value of \$200! Entry is easy, just email a funny or interesting photo of your ag machinery in action to michelle@echucacih.com - don't forget to include some details about you and the photo. All photos received will be posted to our Facebook* page. The overall winner, as judged by our Dealer Principal, will have their photo published on the front page of our website for the month of April. Entering might even get you a free plug for your business! So get snapping, competition closes 22 March 2013.

* If you do not want your name associated with your photo on our Facebook page, please advise us in your email.

Sales News

To stay competitive and innovative in the farming business, you need to reinvest heavily into your farming equipment. How to finance this investment is a big decision. During the 3 years after the GFC, the ability of finance companies to offer competitive interest rates was greatly reduced. However finance packages have improved and the rates on offer are as good as we have seen. Some current finance programs for 2013 are:

- High hp tractors can be financed for a low 2.25%
- Mid-size Case IH tractors can be financed as low as 3.9%
- Case IH combines for delivery in September can be financed at 5.99%

- The entire range of Case IH hay gear can be finance as low as 4.75%.
- Our Kubota range has the most competitive finance rate on the market through KTA Finance. Some products even qualify for a 0% interest rate!
- Very competitive interest rates through PFG finance for Taarup, Vicon, McHale & Great Plains equipment

The finance packages available at Echuca CIH come from CNH Capital, KTA Finance and PFG Finance. Contact to our sales team to see if we can qualify you for these great rates.

UP AND COMING EVENTS: See over page for more info on the Tillage & Cropping demo day, and our Topcon Owners Day.

Aftersales News

Service

With sowing season approaching, now is the time to start checking the operation of your sprayer. We have a dedicated factory trained technician that can assist you with this. You might also want to start thinking about your cultivators bars and air-seeder operation, the motors, monitors; and harnesses etc.

Our service team has just invested in a new tool, and trained staff that can assist with the refurbishment of you tyne assemblies (respringing, rebushing; and pin).

Contact our Service team to book in a service for your sowing gear—get in early to avoid the rush!

Congratulations to our Service Manager, Andrew Hall for completing the Tough Mudder challenge in Phillip Island a couple of weeks ago. A 20km obstacle course designed by the British Special Forces to test your all round strength, including getting through mud, fire, ice water and 10,000 volt of electricity!

Parts

After booking in your service, you may need some parts! Here's an outline of what you should be checking in time for the up and coming sowing season:

- Sprayer: check nozzle calibration (we have disc calculators to help with this), pump operation; and hoses for pin holes etc.

- Seeders: check air seeder hoses and cultivator/ seeder points. Orders are now being taken for these items.
- Check distributor hoses, heads, ram seals, motors; and tynes for wear of bushes and pins.

Look out for our Preseason order offer to be released soon. The offer will include a chance to win Case IH merchandise. More details will be posted to our Facebook page, and a flyer will be distributed in the coming weeks.

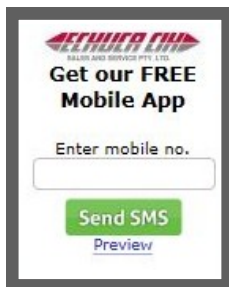
Up and Coming Events

Tillage & Cropping demonstration day 2013 — Wednesday 13 March at the Elmore Events Centre. It features stubble management, spray rigs & accessories, spreaders, tillage equipment, grain/seed & fertiliser handling, GPS and technology systems. Visit www.elmorefielddays.com.au for more information.

Topcon Owners Day 2013—Thursday 21 March. Hosted by Echuca CIH in conjunction with Topcon representatives. Venue to be advised. Further details to come ... watch this space!

Our newsletter is available on our website under the news tab — <http://www.echucacih.com/newsletters.html>

Marketing & Promotions



Did you know that we have our own Mobile App for used machinery? The App is powered by Machines4u.com.au and can be downloaded via the used machinery page found on our website: <http://www.echucacih.com/used-machinery.html>. Just follow the prompts and you will have access to search for any used machinery that is currently available at Echuca CIH. The App allows you to call or email our sales team; and share the App with your friends and twitter. No need to log onto our website and scroll through the pages - it's mobile, available 24/7!



'BE GREEN AND READ FROM THE SCREEN'. If you would like to receive this newsletter electronically, visit our website and subscribe

