



# Farming Together

## May 2012

This month saw us without our bean counter David Jackson, as he and his wife visited their daughter in London, then toured around Ireland, Scotland, Wales and France. I'm sure Jacko will have plenty of stories to tell upon his return in June. Deliveries have kept us busy with 7 new tractors going out this month. Tractor sales across Australia have made a brilliant start to the year, with delivery figures for the first quarter sitting at record levels. Data released by the Tractor and Machinery Association of Australia this month, shows 2238 tractors were delivered during the first three months of 2012 – a record for this period since the TMA's record-keeping began in 1989. The next best result to that was back in the mid-2000s.

Darren Stephenson (Dealer Principal)

## Staff News

We would like to welcome two new additions to our extended family—service technicians Michael Severin and wife Anita gave birth to their first child, a baby boy (Drayke) on 9 May; and Laurie Jones and wife Alex gave birth to a baby boy (Oliver) on 18 May. Mums, babies and Dads are doing well—Congratulations!!

## Sales News

### Farmers! Are you aware of the Federal Governments 'No Till Tax Incentive?'

As part of the recently introduced carbon tax legislation, a Carbon Farming Futures program will be started with \$429m to be spent in the first six years. This program is the Government putting it's money where it's mouth is!

The Carbon Farming Futures program will support research, measurement approaches and action on the ground to reduce emissions or store carbon. The program also includes financial support for conservation tillage equipment.

The program's definition of "conservation tillage equipment" is 'a tine machine fitted with minimum tillage points designed to achieve minimum soil disturbance and less

## Did you know . . . ?

That you could be rewarded by just reading our newsletter online? Just send an email to Michelle at [michelle@echucacih.com](mailto:michelle@echucacih.com) with your name, mobile and email address. All new online registrations will be put into a draw to win a \$50 merchandise voucher. Winner will be published in our next bi-monthly newsletter due out in August.

than full cut out; and minimum tillage points designed to achieve minimum soil disturbance and less than full cut out include narrow points, knife points or inverted "T" points.'

This broad definition covers all tine tillage options that we sell here at Echuca CIH, provided they are sold with a narrow or knife point.

Eligible seeders must be new and must be used in a primary production business. The Tax Offset will amount to 15% of the cost of the new seeder. This represents a substantial saving on a new seeder.

For more information regarding eligibility, please see our Marketing & Promotions section on the reverse page.

## Service News

The Service Department has invested \$10,000 in purchasing a new mobile oscilloscope. This technology will be used to find glitches in electrical components within your tractors quickly and precisely, saving us time and you money!

We are very busy at the moment with pre-season services and pre-delivery of new machines. The technician's utes have been installed with a new technology that tracks their location and directs them straight to a property, and provides a precise reading of kilometres.

*Technicians Charlie & Brayden working on a Case IH 8910 Tractor*



Our technicians are continually studying to improve their profession and provide a better service for our customers. Contact our Service Manager, Andrew Hall on 03 5482 1733 if you would like any further information.

## Parts News

Our Parts department are busily performing a major stock take to prepare for the 2012 Case IH Parts Business Upgrade. Case IH Parts will be undertaking an important project to upgrade several areas of the parts business, that will assist us in providing an even higher level of customer satisfaction.

The key benefits to our parts department following this upgrade include: backorder availability advice, real time receiving /picking visibility, faster turnaround from order to despatch; and most up to date information within the parts interpretation screens. During the upgrade period, parts

ordering and despatch will be suspended for two weeks— from 27 July to 13 August.

To minimise any disruption to your businesses, we ask you to take this opportunity and look at your own machines. Is there anything that you need? Why not get in early and put an order in today!

## Marketing & Promotions

To be eligible for the Tax Offset, the machine must be installed and ready for use from 1 July 2012 to 30 June 2015. This gives you a window of 3 financial years to have the machine in the paddock and the Tax Offset processed. The program does not specify if there will any extension on the \$429m that has been allocated, however depending on uptake, the program may not run until June 2015.

The advantage of the offset being refundable is that if the taxpayer makes a loss in the year of purchase and has no tax to pay, they will receive a refund to the value of 15% of the purchase price of the new seeder. The purchaser claiming the offset must have been issued with a "Research Participation Certification" for the income year in which they claim the conservation tillage offset. To get this certificate a "conservation tillage survey" needs to be completed in the year of purchase.

Depreciation can still be claimed on the new seeder in the normal way. This Government program may be just the thing to help reduce the cost of updating your air seeder!

For more information visit <http://www.ato.gov.au/content/00308872.htm>



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