



Autumn 2010

# VANDERFIELD - Landmark

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The Balonne River at St George looking to the southeast with the Jack Taylor Weir in the lower centre of the photo with thanks to photographer Sally Nicol.

As I write there has been record breaking rainfall right across Southern and Central Queensland. Many centres including St George, Charleville, Dirranbandi and Thallon have sustained some damages but the long-term picture is very positive for these regions.

We currently have ample stocks of high quality new and used machines for immediate delivery although we don't expect this situation to last too long.

Lead times from factories are a little shorter than they have been but the best way to purchase major items is still with an early order. Planning ahead does pay off as most attachments for new machines are cheaper when installed at the factory.

Please enjoy this edition of the Landmark. We appreciate your feedback especially if you have any topics you would like us to cover. We endeavour to look at any new trends that are occurring in agriculture or business generally as well as keeping you abreast of happenings at Vanderfield. Thank you for your business and here's to a promising 2010.

*Bruce Vandersee*



## A childcare where kids have some old fashioned fun!

When Brett Gill and his wife Lisa took over the Virginia Child Care Centre in a country setting just outside of Darwin 8 years ago, it provided a unique business opportunity for them both. On average about 18 children attended a day although it was licensed to accommodate 32 children. These days it's a very different story. Their license has now been extended to 96 children following a gradual increase in demand in the type of care they provide. Mostly rural children are accepted and with 5 acres to play and spread out in, most activities are held outside.

Having worked in the industry for many years Lisa was frustrated with how childcare facilities were being operated and was determined to take a very different approach. So together they worked on creating an environment where children who are used to being outdoors anyway can explore and have, what Brett calls "old fashioned fun".

Getting dirty, being active, playing and just being allowed to be kids is what they are encouraged to do.

"We feed them well - good wholesome food accompanied by plenty of fresh fruit, plenty of exercise and stimulation. Our philosophy here is to provide quality care for children in a loving, secure and nurturing environment, focusing on each child's social, emotional, physical and intellectual well-being. To achieve this we endeavor to work as closely as possible with families in a partnership to care for the children enrolled here".



Since taking over of the Virginia Childcare Centre, Brett has used a John Deere ride on, that is until he purchased a 2305 tractor with a mower deck and bucket attachment last year. Spotting it on display at the Vanderfield Darwin branch, Brett exclaimed, "it's an excellent product".

Impressed with how reliable and trouble free the ride on has been, the 2305 Tractor has made Brett's life easier and his ability to work, smarter. Used mainly for keeping the fire breaks clear, maintaining and repairing the car park and driveways, filling the 7 large sandpits and for mowing. Brett added, "you get significantly higher quality for not much extra cost compared to the price of cheaper imports, and the kids all line up behind the fences to watch me use it. It's a real attraction".

For any enquiries about the Virginia Child Care Centre, where the quality of care is definitely an attraction you can call Brett and Lisa on 08 8983 1148.



## A very productive tractor



For Andrew Earle, situated north west of Mungindi in the Thallon area (Qld) one of his latest tractors – the John Deere 9530T is instrumental in helping him to open up new country. Tackling chiesel ploughing, levelling,

cultivation and planting, Andrew is impressed with it's responsiveness and toughness. Having what he considers a good run – 7,000 hours of use with his older model (a 9520T) he commented the 9530T "is excellent".

Being the first tractor he has owned with suspension, Andrew feels "it makes a big difference. It's smoother, kinder on the tractor and more comfortable than the 9520T. Although similar to operate it has more power to the ground and is a very productive tractor".

On average Andrew planted 1000 acres a day recently but instinctively knows he could comfortably handle 1200 acres with a bigger planter attached. The 9530T is the main tractor Andrew is currently using to develop his new property and is confident that he is going to get an equally good run, if not better, from it.

Designed to maximise productivity and for reliability, you can find more information on the John Deere 9530T on the Vanderfield website – [www.vanderfield.com.au](http://www.vanderfield.com.au) or drop into Andrew's nearest Vanderfield branch in St George where John Travers and his team "are always helpful".

## "A versatile and ideal property machine".....



Is how Simon Drury describes his latest Manitou Telehandler. Purchased from the Vanderfield Chinchilla branch, this is the second Telehandler he has acquired. Impressed with their general performance and for being able to tackle a range of tasks on his feedlot, the various size commodity buckets makes it "an all round property machine", allowing Simon to :

- load grain
- carry hay for the feedlot
- combine mixes for the cattle
- shift silage
- stack hay in the paddocks

Apart from these practical uses, he acknowledges that the Manitou also does all the other farm work as well. Including lifting the commodities used in the daily operation of the feedlot and for loading manure. Having all the attachments for the Manitou helps too.

Simon and his wife Kylie operate their 4,800 odd capacity feedlot, located in the Condamine District, to the south of Chinchilla, together with their four sons – Lachlan, Will, Tim and Tom and a small staff base, who Simon describes as being "excellent people".

I asked Simon if he becomes attached to the cattle he grain feeds usually for a month, and he openly replied, "I love them; it's difficult, but in a sense I know that I am helping them. Some come from living in drought conditions and are in a very poor state. In my own way I know I am making a difference".

A passion for feed lotting initially got Simon started in the business 11 years ago. Known for supporting the industry he works in, he added, "whenever I go out to a restaurant, I always choose a steak".

For ultimate efficiency in Agricultural handling, more details on the Manitou Telehandler can be found on [www.vanderfield.com.au](http://www.vanderfield.com.au) or call your nearest Vanderfield branch.

For any enquiries in relation to his feedlot, Simon can be contacted on 07 4627 7248



## The first link in the chain

Known in the industry as 'backgrounders', Charlie and Jackie Hawkins breed Droughtmaster cattle to supply bullock fatteners, feedlots and also Droughtmaster herd bulls to the Northern Territory market.

As you might imagine moving large numbers of cattle is somewhat of an issue, especially to the Territory. For, Charlie who oversees his family run operation, the purchase of a Hino 700 series FS 2844 from Vanderfield in Toowoomba, means that he can now deliver cattle direct to clients in the Territory, in premium condition. Charlie was emphatic in saying, "I have always been into cattle. Our main property is 'Herbertvale' on the Queensland/N.T. border and we have another, 'Malakoff Downs', which is just south of Hughenden.

Our three sons play an important role in helping us run the business, especially as the properties are more than a stones throw away from each other.

Clint and his wife Shelly oversee the cattle and water side of things, Bill and his wife Bec look after mustering, as Bill is our helicopter pilot, and Dan, our youngest is our diesel fitter. He attends to all our mechanical needs and other general machinery work while Jackie does the bookwork and two other permanent staff members are employed to assist".

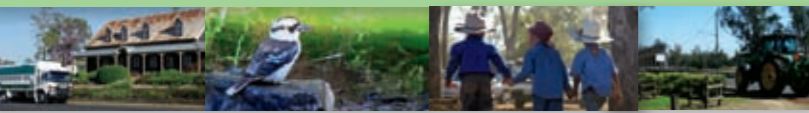
Previously, finding Vanderfield good to deal with, Charlie went on to say, "I never thought of going anywhere else.

Especially as I have been happy with the other Hino I bought from there, I wanted to stick with the same brand and to Vanderfield. The big motor in the 700 series is perfect to pull our heavy loads, so we are impressed with the horsepower.

Comfort on long trips means a lot and the Hino offers superior comfort. Also the connection that Vanderfield have with TWE is important to us. We had the body, trays and crates made by TWE and they are beautifully done. In all, it's a really good service".

So if you are travelling to the N.T. anytime soon and see a large Hino road train carrying Droughtmaster cattle, more than likely Charlie and his boys have bred them!





## Rodeo girl turns apprentice Parts Interpreter



For Janessa Douglas learning all there is to know about Parts and Agri equipment is something that excites her. From Mt Isa, Janessa moved to the Gatton area 12 months ago after she finished school in 2008, to live with her sister who is studying at the Gatton University and decided that

there was more to life than driving a courier van. Which, she did for 7 months but realized that it wasn't a career that would take her very far in life.

Searching the Internet one day for a more challenging position she came across a Downs Group Training ad for an apprentice Parts Interpreter. Not knowing where it was, she applied anyway and has recently started at the Vanderfield Gatton branch in this role.

Janessa is very much into customer service and one day 'hopes to be of more help'. Learning is something she is keen to do and will feel satisfied when she has the ability to 'identify and find the broken part

that a customer needs when they don't often know what they need themselves'.

Outside of work, Janessa hopes to compete again in the southeast Queensland rodeo circuit after recovering from a back injury. She has previously competed in Barrel Racing but is now learning to Breakaway rope. Apart from riding her horse she is also interested in cars and listening to music but enjoys the most, being at a rodeo.

When next in the Vanderfield, Gatton Parts department say hello to Janessa and make her feel welcome.

## Profile on Chris Fletcher



Working for Vanderfield temporarily in a management role at the St George branch back in the early 1990's, Chris Fletcher has returned to the company and is now entrenched at Nerang, managing the branch.

A Diesel Fitter by trade, with further education in Agricultural Engineering, Chris is fully registered with the Engineers registration board by the

institution of Agricultural engineers. After being involved in the Agri industry for over 30 years, he left it in 2003 for a career sea change and commenced his training as a nurse.

Graduating in 2005 he was then employed at the Greenslopes Private Hospital in the coronary care unit as an Advanced Practice Endorsed Enrolled Nurse.

Married to his wife Gina for 25 years, they own two Rough Collie dogs and Chris when not occupied with his family, volunteers with the State Emergency Service as a Team Leader and Workplace Trainer and Assessor. In addition to this he is also a QAS Contact First Aid training instructor and was voted the SES volunteer of the year in 2009.

On top of that he is also involved as a volunteer with St. John Ambulance as a Divisional Nurse. He assists this organization with clinical skills and training of its members in community care and with their annual skills maintenance program.

With a vast range of experience and skills, both overseas and in Australia – formerly employed as the Group Service Manager and Dealer Development manager for Ford New Holland, Chris brings a great diversity of expertise and a broad knowledge base to the position he now holds. Certainly, he is one person you would want to have around in the case of a natural disaster or a medical emergency.

Welcome back Chris to Vanderfield.

## Around the branches

### Toowoomba and all branches – satisfaction guaranteed

A new initiative being introduced across all the branches will mean you will receive a feedback form to fill out when any of our service teams takes care of your servicing needs in the next few months. The purpose of it is to provide valuable information on our service standards, so we can gauge if we are meeting your expectations. Please take the time to fill it in. We value your response and thank you.

### Roma shifting

The Vanderfield Roma branch will be moving 'just down the road' from where they are currently operating at 93-95 Raglan Street into new premises, soon to be purpose built. Watch out for this exciting event, which acknowledges the commitment Vanderfield has in being open to innovation, change and growth in regional areas of Australia.

### Darwin expands its' capacity

Leasing a third shed behind the other two which Vanderfield occupy in Darwin, has lots of benefits. It means extra workshop capacity, there's more available yard space for customers' vehicles being serviced, it's easier to access parking and there's more storage room for stock.

### Kununurra progress

Stage two of the Ord River scheme is getting closer while infrastructure to support the construction is well under way and visibly evident in and around Kununurra.

### St. George employee in US

Mick Kennedy, one of the precision-farming specialists Vanderfield employs, was chosen to fly to the USA to attend an AMS Masters Course. Offered to select Dealers who have specialists in the field, the course is internationally recognized by John Deere.

### Chinchilla's new look

The branch has had a face-lift with the front of the building and an interior wall of the showroom receiving a fresh coat of paint. The wash bay has also been reconcreted and the arrival of new glass showroom doors will complete the great makeover.

### Gatton gauges support

A big response to a recent mail out promoting the John Deere Christmas Toy Sale was the first step in revitalizing the 'Kids Club', which has been running for several years. With many big kids on the list, a new John Deere toy catalogue is due out in the early part of 2010.

With different options and benefits available you may like to speak to Rose or Sandy when next at the branch, to be included on the mailing list.

### Lismore re-development

Work starts on the re-development of the Lismore Dealership early 2010. This will see a number of services become available to farmers and the transport industry in this area and include a field service division for Ag and a fully operational workshop facility for truck and transport equipment. These services reinforce the commitment that Vanderfield have in expanding their network into Lismore and surrounding districts and in building productive partnerships with our customers.

### Nerang has renewed interest

Towards the end of December the sales team experienced a rush with last minute enquiries to the Government's stimulus package and the 50% tax rebate on vehicles, for delivery in the New Year. Many customers took up the offer and placed orders for new Hino's and with the soaking rain that fell after Christmas and emergence of healthy grass growth, mower sales have also increased.

## Hino in the hire business

Bryon Hire has been operating for around 30 years in the Bryon Bay area and Glen and Wendy Wallis have owned the business for the last 6 years. In that time they have purchased a number of large hire machines, which has necessitated the use of a sizeable truck to be able to deliver the equipment to customers.

After looking at the whole range of vehicle brands on the market over a long period of time, they decided that best way to go was with a Hino FD 500 Tilt Tray.

Glen commented, "We searched far and wide for the best deals and decided to go locally. Luckily for us, Vanderfield were just

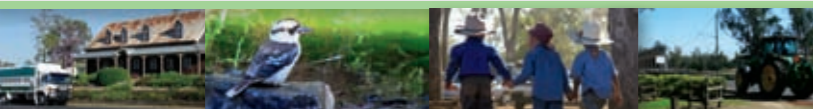
opening their new Lismore store and we were able to do the deal with someone in our area. Steve Halliday was very professional in his dealings with us from day one and was patient with all of our 'how's it coming along phone calls'. The truck was delivered to our store along with the Vanderfield service department representative, Geoff Wilkinson, who was very helpful in the delivery process.

In all I am very happy with the service provided by Vanderfield Lismore in the purchase of our new truck. It was a pleasant experience all round. It joins the fleet of Hino tippers we carry and we are looking forward to an excellent run from this truck, as all our other Hino vehicles have proven to be.



The back up service to date has been excellent and it's great to now have a local Hino service department close by. I would be happy to recommend a Hino to anyone interested in buying one. You can call me anytime on 0412 680 362", Glen said.





## Clean fuel essential for engine performance

Fuel contamination is a fact of life. Preventing problems and equipment damage associated with contaminated fuel is largely the responsibility of the end user.

These responsibilities include:

- Proper and timely replacement and servicing of the filters
- Selection of the fuel source, grade and blend
- Use of heaters, separators and additives as required

The task of fuel filters is to capture unwanted contaminants from the fuel. Left unchecked, these contaminants may cause serious and expensive damage to many components, including pumps, lines and injectors.

Interestingly fuel contaminants have many sources. Most sources are external to the fuel itself; that is, most contaminants come with the fuel that is delivered to the fuel tank. When it comes from the refinery, diesel fuel is clean.

Contaminants in diesel fuel are generally introduced in fuel storage systems through mixing, transferring and storage.

Fuel filters naturally build resistance to the flow of fuel as they go about their job of removing unwanted contaminants from the fuel system. Unlike lube systems, fuel systems do not have the opportunity for bypass flow and, consequently, as flow through the fuel filter decreases, decreased performance of the fuel system and the engine will result.

Fuel filters will naturally become restricted or plugged over their life – which is to be expected. Vanderfield recommends that a thorough investigation of the filter and the fuel source be conducted anytime a fuel filter is suspected of delivering less than its best.

Other common contaminants found in today's fuel might include –

- water
- fungus and bacteria
- asphaltines
- sediment and other solids

Water may be introduced into the fuel supply during the fuelling process, when warm, moisture-laden air condenses on the cold metal walls of fuel storage tanks or from poor housekeeping practices.

Once in the system, water can be removed by using in-line water separating filters or devices.

It is a good idea to keep fuel tanks well filled to prevent condensation, and fuel should be drawn from the top of the storage tank if possible, as water is heavier than diesel fuel and tends to settle to the bottom of storage tanks.

Should you need to speak to anyone about contaminated fuel or fuel filter concerns simply call the service department of your nearest Vanderfield branch. They will be only too happy to assist and remember 'if you are unsure about the quality of the fuel and wouldn't use it in a plane don't use it in your tractor or truck either'.

This article is courtesy of the US-based Filters Manufacturers Council



## Well done and welcome

Successfully completing their apprenticeship training and graduating at the end of 2009, were Josh Scheffe, Douglas Gibson at Vanderfield Toowoomba and Chris Natalier at Vanderfield Gatton. Congratulations to you all.

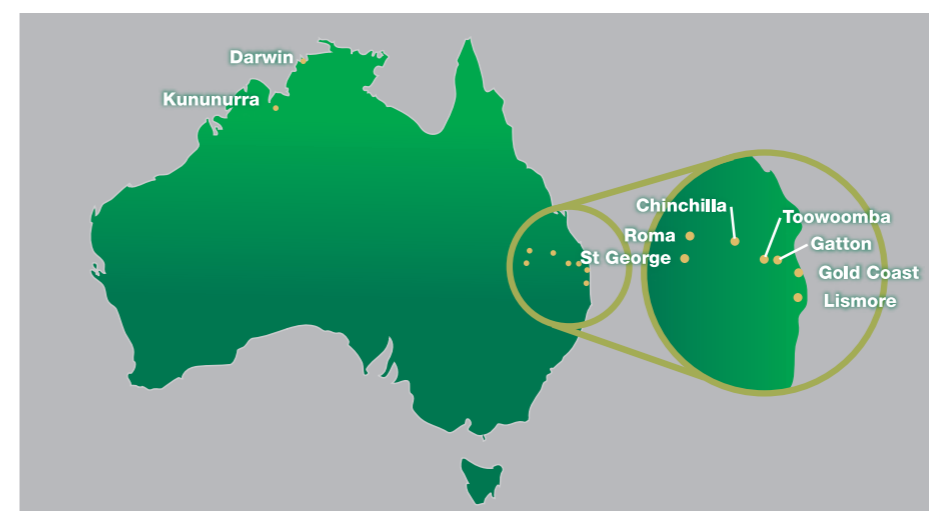
Starting afresh and their first year of apprenticeship training in January are

- Chase Spencer in the Truck Servicing division, Kristopher Rose and Jason Nicholas in the Ag workshop, Toowoomba
- Parts trainee, Janessa Douglas and a mature aged apprentice, Joel King at the Gatton branch
- Michael Morris as a Ag apprentice in Chinchilla

- Tyson Waldron as an Ag apprentice in Roma
- Alex Detmers as an Ag apprentice in St George

all through Downs Group Training. We wish you all the very best as you start on your Vanderfield apprenticeship journey.

## An extraordinary year



The strong gains that Vanderfield made in 2009 were apparent, as the company continued its' momentum of spreading its network of branches across the country. Swimming against the tide of all economic predictions, Vanderfield now has nine branches nationally.

In southeast Queensland, the number of branches swelled in 2009 to 6 locations. These are found in Roma, St. George, Chinchilla, Toowoomba, Gatton, and Nerang. The addition of the Lismore branch in New South Wales now forms an integral part of the group and the same can be said for Darwin and Kununurra in the top end.

Making the Vanderfield branch network an assessable one you can rely on. Being, strategically located for all your servicing and Agri equipment needs.

Especially if you are travelling from

one region to another, you can be assured there's a Vanderfield nearby.

### VNet latest

Our representatives have been in the Chinchilla and Roma areas researching interest in new options to supply the RTK signal for GPS guidance, as VNet is committed to providing widespread RTK coverage across its area of responsibility. Some very new and innovative ways have been introduced, so we need to hear from you if you are at all interested.

If you have precision farming data that you have collected and require information on how best to utilise it, contact VNet. Our data processing services can produce maps and configure raw data to achieve the best possible results for you.

Stay tuned for more information on some exciting new products coming online for John Deere over the coming months.

### VNET – your complete Precision Farm Equipment Supplier of:

**GPS guidance and data collection equipment** including John Deere, Autofarm, Raven etc equipment and hardware

**Equipment hardware** to suit most requirements- including antennas, harnesses, towers etc

**Data collection accessories** –such as flash cards and reading equipment

**Computer software** for set up, collection and utilising of data, including John Deere Apex and PAM QA Plus software

**Data processing services** including processing of raw data, producing maps and analysing results

**Quality, reliable RTK** correctional signal 24 hours a day inside our network of base stations

**Full service backup** –including phone diagnosis of faults and help with set up issues

**Installation and setup** of Precision Ag equipment on a large range of makes and models

VNet strives to provide innovative new ways to maximize and optimise the use of your precision investment. To speak to a VNet representative call either:

Mick Kennedy **0427 295 025**  
Sean McColley **0409 626 232** or  
Tim Squire on **0400 119 205**

## A special thank you...

to everyone who entered their photographs in the Vanderfield calendar 2010 competition. The quality and standard was exceptional and it was a really hard decision to make the final choice.

The calendar is always widely accepted and continues to grow in popularity and for this Vanderfield thanks everyone who submitted their photographic work to make it possible.

Quartpot Creek in the midst of a winter frost at Stanthorpe courtesy of Susan and Geoff Keys





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## John Deere super competition now running!!!

Simply purchase any John Deere branded oil from any Vanderfield branch between 15th February and the 15th August this year to be eligible to win a 2010 Holden VE SV 6 3.6 SIDI Ute valued at over \$41,000 as well as fabulous instant prizes each week.

Retain the product bar code or your itemised service invoice that shows your oil purchase and SMS your details to 1973 3111 or go online to [www.JohnDeere.com.au/Win](http://www.JohnDeere.com.au/Win) to enter. One entry per purchase is permitted and the major prize will be drawn on the 17th August 2010. Don't miss this exciting chance.



For more details you can always speak to the friendly team at your closest Vanderfield branch.



## VANDERFIELD

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