



Winter 2010

VANDERFIELD - Landmark

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Renewed interest sparked



It's time for a come back in cotton. Despite the very high Aussie dollar there is a fair bit of optimism surrounding cotton. The new water reserves in some areas plus the cautious optimism that the seasons are turning around for us is perhaps the shot in the arm that the cotton industry needs. This season has also seen the first year of commercial use of the new John Deere 7760 cotton picker. The revolutionary round module building machine looks to be the sure way of the future and has sparked a great deal of interest.

We were very proud to once again be named Hino regional dealer of the year. This is a testament to the great team and teamwork of our Toowoomba Hino crew and also to our customers whose support has made it achievable. Our aim is to always serve you to the best of our ability.

Please enjoy this edition of Landmark. Look for the article on the latest 'Queenslander' to wear the maroon and gold colours and read about the exciting developments happening in and around Roma.

I wish you all a great winter season.

Bruce Vandersee



'Farming has taught me what I know'



For Steven Reeves, a fond memory from his early childhood is a new tractor taking up residence on the farm where he was raised. So buying their first new tractor in a long, long while (some 30 odd years later) has certainly been a highlight for Steven, and his father Don. It was bought to replace the main one they have used along with others acquired over the intervening years, on their property in Kingaroy, in the South Burnett district of Queensland. Now enjoying retirement, Don and his wife Mavis, keep an eye on and manage the property when Steven is away living and working in Blackwater

Engaged in pre production drilling exploration for the coalmines Steven commutes frequently between Kingaroy and Blackwater. But when back at the farm he and Don spend time together planning and discussing the cultivation requirements and care of their crops to ensure a successful outcome for them both.

Married to Janelle with two little ones of his own, Steven becomes very animated when he speaks about the

John Deere 6830 tractor they purchased from the Vanderfield branch in Chinchilla

In a word he describes the John Deere 6830 Tractor as 'beautiful' and said "it's exactly what I wanted and does exactly what I want it to do. It's a great little row crop tractor. The transmission makes it easy to use and the hydraulic features, while technical, make for a smooth operation". Then with a chuckle in his voice, added, "I have to say the GPS is up and going however the operator is not really there yet".

Unsure about how the new transmission worked, Steven was keen to know all about it before he made a commitment to buy. He reported "Peter Fraser knows his product and did a really good job of explaining it to me" and added, "the after sales service the branch offers is very good too. I know I can even call them at the weekend if I need to".

A man of passion for his new John Deere 6830 tractor, Steven summed up his feelings in this statement "it's a perfect small tractor for our farming conditions".

Excellent servicing standards



Brett Gordon of Racelog Waste Services

Situated at the junction of the Warrego and Carnarvon highways in Queensland is the township of Roma, the centre of a rich pastoral and wheat-growing district. Beef, grain and wool are its chief industries. With a population of 6,950 it is a dominant urban centre for the Maranoa Regional Council and acts as a primary hub for commerce, education, health, transport, government, retail and financial services.

Scheduled for an upgrade is the Roma airport. Valued at 11 million dollars, the improvements have been necessary as Qantas Link passengers numbers have grown by around 270% since 2004. Part of the reason for this increase is due to the Origin Energy,

Spring Gully Coal seam development some 80kms north of Roma. Projects include laying 87kms of pipeline to one of Roma's neighbouring towns –Wallumbilla. This will connect with the 434-kilometre Roma to Brisbane gas pipeline.

With an unusually low unemployment rate of less than 1% there is plenty of work available in Roma and plenty of opportunities according to Brett Gordon, for people who are willing to work.

The region also has several smaller towns, which include Mitchell, Injune, Yuleba, Surat and Wallumbilla that provide community and social points for their residents.

An interesting fact is the very notable number of rugby league players, which Roma has produced. These include Darren Lockyer, Arthur Beetson and Willie Cairne.

Brett who owns Racelog Waste Services is contracted to the Maranoa Regional Council to remove domestic waste in Roma and surrounding areas. A business his father ran for 15 years and which he acquired in 2004 from him. With 3,500 households of refuse to collect each week, Brett has a fleet of 8 vehicles. All need to be serviced regularly and kept in peak condition to coordinate and maintain the demanding schedule of household and business waste removal.

Following an unfortunate electronic breakdown late one afternoon, Brett had to urgently find a mechanic late in the afternoon that could attend to the problem immediately and see it through to completion. Made all the more difficult as his regular mechanic had left for the day. Vanderfield responded to his request and stayed on the job until the problem was fixed. This extended well into the night and Brett was so impressed that he has continued to contract all his servicing work to Vanderfield ever since. He describes their service as being 'excellent'.

With a new Hino on order Brett is keen to take delivery and is just as excited as the team at the Roma Vanderfield branch to see their new premises set up and established sometime soon.



A good universal tractor

Ninety kilometres west of Goondiwindi, lies a property called 'Newinga'. It is a mix of irrigated land devoted to cotton growing, dry land farming for wheat and chickpeas crops while the rest is allocated to breeding cattle. All this activity keeps the Farm Operations Manager, Simon Kohn busy and his days fully occupied completing various tasks. So it's no surprise that Simon calls himself a "Jack of all trades".

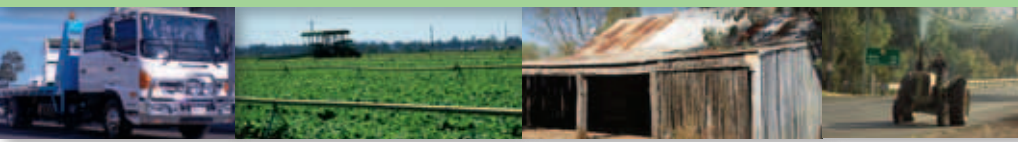
Property owners, Roger Webster, his wife Sharlee and 4 children live on the property together with Rogers's parents, Ranald and Janelle.



A new John Deere 8270R has been the latest acquisition for the farm. Bought from the Vanderfield St George branch, Simon said, "it's a good universal tractor. Currently we are testing it out on some heavy work, but it's holding it's own. Getting to know

how to use all of the new functions has been engaging for me and the larger size cab is a big improvement. I'm noticing a big improvement too in the driver comfort. John Deere has such a good name along with Vanderfield. If I have any mechanical problems that need fixing they pretty much come out straight away. It's their back up service that's so good".

With an unseasonal summer mix of cool weather followed by a combination of wind and heat then some rain, Simon has been impressed with the cotton crop results, despite the varying conditions. The help of a new John Deere 8270R has also been of 'great assistance'.



vehicle to make it highly visible and recognizable on display around the state, and a sure winner.

Not sure if the Vanderfield team will be as patriotic and wear the same matching colours when demonstrating 'The Queenslander'!

- Another Hino 500 series 1024 Long, 10.4 tonne GVM innovative demonstration model has been designed to suit smaller farmers or horse enthusiasts. The revolutionary Duralloy alloy tray gives better payload as the tray is lighter but just as strong and will not corrode like steel. Manufactured by TWE, the crate has alloy sides for improved resistance and appeal. Also a winning combination.

Both vehicles can be seen at several western Downs regional shows throughout the year and then will make an appearance at Primex and Farmfest. Don't miss the opportunity to take a look at these two innovative, durable and revolutionary

Hino's. You won't be able to miss them but if you do, show officials will surely point you in the right direction. Or call Gary and his team at Vanderfield on 4631 4800 for more details or to enquire about exhibition dates.



This Queenslander wins hands down.

Taking a very different approach or trying something that has never been done before, doesn't faze Gary Beutel, Vanderfield Toowoomba Hino Sales Manager (see Gary's own personal and remarkable story on page 7) in the slightest.

- Many years in development has resulted in what is aptly called 'The Queenslander', or the Vanderfield signature Hino 500 Series, GH 1727 XXL, nine-speed 15-ton cattle truck,

with a TWE tray and crate fitted. Carefully considered were the tough conditions 'The Queenslander' would need to endure when being designed and made and Gary can now confidently say, 'I believe it will suit what the Queensland country can throw at it.'

The distinctive colours of the Queensland state of origin team of maroon and gold have been featured and incorporated into this



JOHN DEERE

John Deere celebrates with wedding couple

Married on their property at Postman's Ridge in the Lockyer Valley in March this year, were Sandy McGreevy who works at the Vanderfield Gatton branch and Brian Morris. Completely dedicated to her work, and to promoting John Deere, Sandy did not miss the opportunity on her wedding day to feature John Deere on her wedding cake. Proudly made by the Gatton Bake house and on Sandy's instructions, the cake had to include the "My First John Deere Collectables Set" and depict a rural scene.

An edible landscape was created. Typical of any rural setting you would find anywhere in the country. A John Deere tractor entrenched in ploughing a field, a John Deere harvester engaged in reaping a great crop, a dam full of water following rain, a dog watching over everyone and farms animals enclosed in a yard.



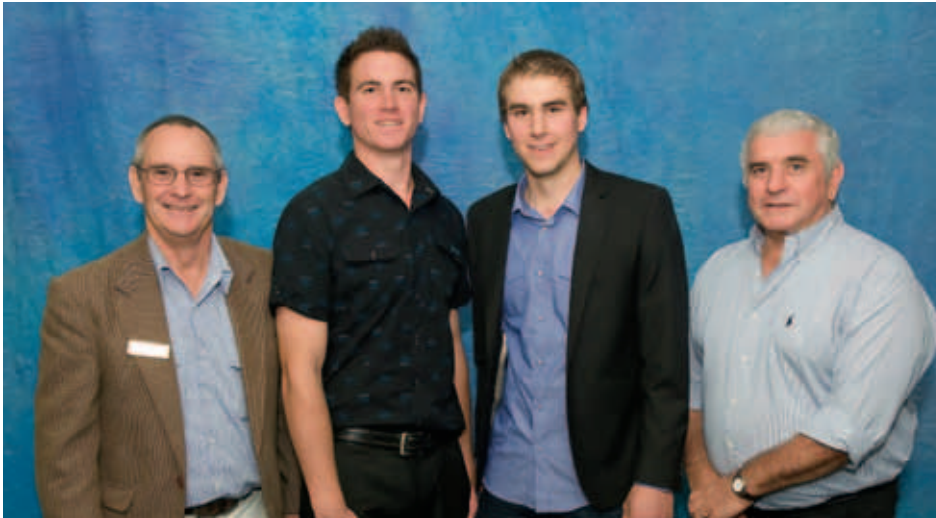
The result was a fantastic, conversational and unusual cake. But then, Sandy arrived in a buggy drawn, not by horses as you would expect, but by two donkeys instead to her wedding. Guests knew from that moment on that they were in for a fun filled day. And it was a real celebration of life and love.

Congratulations to you both, Sandy and Brian, from all the team at Vanderfield.





Award winning apprentices



From L to R - Ian Daniel Vanderfield Operations Manager, Jamie O'Loughlin, Lindsay Schulz both award winning apprentices and Peter Fraser, Vanderfield Chinchilla Branch Manager-courtesy of Peter Rickards Photography

At a special awards night held by a division of The Apprenticeship Company, Downs Group Training, several Vanderfield apprentices were in with a chance for the much sought after title of 'Apprentice of the Year' while the company received a nomination for 'Large Host Employer of the year'. Vanderfield congratulates the following for being selected and nominated from the many number of apprentices they

employ. They are-
 School based trainee of the year – Luke Schurle, Toowoomba Ag
 Third year apprentice of the year – Lindsay Schutlz, Toowoomba Ag
 Fourth year apprentice of the year – Jamie O'Laughlin, Chinchilla

Congratulations go to Luke firstly for his first ever attempt. Well-done Luke.

Lindsay Schulz was successful in winning his category (of which there were more nominees than any other section) and Jamie O'Laughlin won his category and then took out the prestigious award of 'Apprentice of the year'.

The whole team at Vanderfield applauds all of your hard work, the commitment you show everyday to your tasks and to your training. We are all proud of you and of your achievements.

The New Acland Mine was successful in winning The 'Large Host Employer' of the year award. A very deserved win too.

Around the branches

Roma - New apprentice, Kathryn Vicary has joined the other team members to assist in administration and in the Parts department and by all reports is excellent at multi tasking. She is seen here at the Mitchell Show in the Grand Parade. Welcome Kathryn.

Kununurra - a full time technician, Amos Drendle, has commenced at the branch. Welcome Amos and we wish you well in the top end.

Chinchilla – a newly appointed Parts Manager, Chris Keller is now filling this exacting role. Congratulations and very success Chris in your new position.



The next generation of pickers has arrived!



A mix of excitement and enthusiasm was evident as the John Deere 7760 Round Module Builder, the next generation cotton picker, combining harvesting and module building solutions into one versatile cotton harvester, was put through it's paces at Bullaman Plains, Thallon.



Kathryn Vicary seen in the Grand Parade at the Mitchell Show



Not just finance



There is more to plant and equipment and business finance than 'just finance'. No one knows this better than Danny O'Brien, self-employed Finance Consultant, who has been

based at the Toowoomba Vanderfield branch for the last 21 months.

The last 12 years in broking has been especially invaluable to Danny in understanding the 'bigger picture' of farming and transport especially as the financial requirements of each customer are different and unique. At a deeper level he understands this personally as he came from a farming background originally which was followed by a mix of very varied employment, including banking, clerical and managerial positions.

"For me a big challenge has been the recent Global Financial Crisis. Financiers are now far harder on their criteria for funding requirements. This really has changed the industry, and can make it particularly hard

for some contactors to gain acceptable funding arrangements. However if you are applying for finance, and you have defaults, or have had a slow repayment record in the past it helps to mention this at the time of your application, as it can assist me to shape the deal for you. Don't worry if you don't fit 'the financial applicant norm' and certainly don't let that deter you from applying for credit" said Danny.

Nearing completion on the renovation of their old Queenslander home at Murphy's Creek, Danny and his wife Judy are looking forward to kicking back and having a quiet beer (or two) on the deck to celebrate. Or is more than happy to try out any other deck if you happen to have one.



Damage free digging



Ever experienced your phone line being cut and disconnected for any length of time? It can be very frustrating.

Finding water mains, optic fibres and any other form of underground services can be an awesome responsibility and very challenging. But, not for Andy Smith who operates Dynamic Excavations on the Gold Coast. Specializing in this type of unique and highly skilled work, his

services are used by Councils, Telstra, Energen, Plumbers and Builders.

Andy and his team use an ingenious method to unearth the location of underground service networks without causing any more damage to the surrounding area. Using a truck mounted vacuum excavation unit, Andy uses water under high pressure to break the ground up. This creates a mix of mud and slurry that is then sucked up into a holding tank on the

vehicle. When the necessary work has been completed a side tipper is used to back fill the hole in with sand. All with minimal fuss, which creates a cleaner damage free digging operation.

The majority of Andy's fleet at Dynamic Excavations, comprised of Excavators, Bobcats and Tip trucks, are Hino. "That's because I find Stuart Eccles at the Vanderfield Nerang branch so easy to deal with. While the trucks are good, for me it's really about the working relationship and trust I have established with Stuart. Nothing is too hard for him", said Andy. The Service manager (Cameron O'Neill) is a top bloke too. I use them for servicing my vehicles and also because they are so handy for me".

Andy is excited about his latest plans to start setting up in northern New South Wales which are well under way and finished with saying, "I will keep going as long as there is work".

You can see why 'dynamic' forms part of his business name - Dynamic Excavations. For more details on 'damage free digging' Andy can be contacted on 0411 615 614.



Kymco the better way to go



Welcome to the future from Kymco. And there's a lot to look forward to, now Kymco's range of awesome Scooters, quality Motorcycles and reliable ATV's have arrived at the Vanderfield Darwin branch.

Although Kymco may be a new name in Australia and New Zealand it has a fine pedigree. The company has been building a reputation for innovation and high quality manufacturing since 1963. Which is why Kymco now supplies almost 600,000 scooters a year to the worldwide market, meaning that a Kymco is sold somewhere in the world every 55 seconds.

The new motorcycle and ATV range is proving immensely popular in the market since its introduction in mid 2009.

Down on the farm, Kymco ATVs have proved to be unbeatable for reliability and durability in all conditions as Kymco is committed to supplying better performing, better value motorised vehicles.

When you ride a Kymco you can go with complete confidence. All vehicles come with industry leading, unlimited kilometre warranties – 4 years on the scooter range, 3 years on ATVs and 2 years on motorcycles.

Kymco began manufacturing vehicles in Taiwan in 1963. In the ensuing years it has experienced massive growth, evolving into a global supplier to meet demand world-wide. Kymco has also forged a strong relationship with the global scooter and motorcycle industry, manufacturing engines for BMW

Motorcycles and components for a number of European and Japanese manufacturers.

The experienced team at Kymco Australia and New Zealand has put a strong national network of licensed dealers in place, which now includes Vanderfield Darwin. Chosen for their integrity, experience and proven ability to provide superior service to their customers.

Kymco manufacture the most reliable and stylish vehicles on the market. Find out more today at www.kymco.com.au or phone Grant Vaughan at Vanderfield Darwin on 08 8932 4200.



Tax Planning

Effective Tax Planning

As the end of the financial year is fast approaching now is a good time to review your position to ensure you have engaged effective strategies to minimise your tax exposure this financial year.

Distribution to Companies

The ATO has released a draft public ruling that is significant to any group with one or more trusts and corporate beneficiaries. The ruling affects the way distributions of profit from trusts to companies are taxed. From 16 December 2009, any company that becomes entitled to a distribution of profit from a trust - where the distribution is not actually paid to the company - may result in a breach of Division 7A. Any breaches can result in a deemed unfranked dividend to you, for tax purposes.

Farm Management Deposits (FMD's)

This scheme allows individuals in business to claim a deduction for FMD's made in the year of deposit. To be eligible you must be a primary producer at the time you make a deposit. If you are eligible, deposits must be at least \$1,000 and no more than \$400,000 in total at any one time. You cannot claim a deduction for deposits if your taxable non-primary production income for the financial year exceeds \$65,000.

If you withdraw an FMD, the amount of the deduction previously allowed is included in your assessable income in the withdrawal tax year.

Superannuation

Contributions in respect of the quarter ending 30 June 2010 must be made before 30 June for a deduction to be available in the 2010 year.

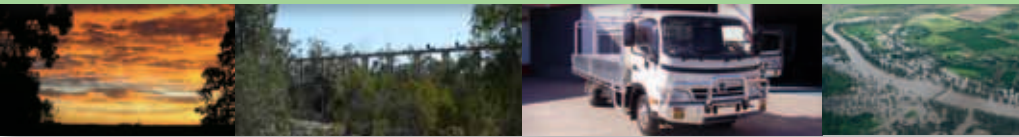
For family businesses, consider maximising concessional contributions for key individuals.

Concessional contributions are limited to \$25,000 up to the age of 50, and \$50,000 over 50 years. Contributions above these caps are subject to tax at the top marginal tax rate.

These tax-planning tips are a **general guide only** and your specific circumstances need to be considered.

If you would like WHK Horwath to assist you with your tax planning strategy please contact us on (07) 3233 3542.





A living, walking, running miracle



Shrouded in the cover of darkness, imagine being trapped in a crushed and flattened cabin of a semi trailer between Miles and Chinchilla for several hours, turned upside down. Pinned by the steering wheel across your upper right leg, groin and abdomen. A horrific nightmare back in 2002 was a reality for Gary Beutel, now the Sales Manager for Vanderfield Hino trucks in Toowoomba.

For five excruciating hours Gary endured the long, painful delicate rescue attempt by emergency services that threatened this life. Then air lifted to Brisbane his future appeared bleak. He resigned himself to the total loss of use of his right leg, due to femoral nerve damage.

Fast-forward eight years. Can you even begin to contemplate this

very same man being invited by the Australian Heart Foundation to compete in the New York marathon on the 7th November this year? Well he has and is. Gary has been selected as one of the 20 participants chosen to represent Australia.

It all began back in 2007 when the managing director of Vanderfield, Bruce Vandersee (a keen marathon competitor) challenged staff members to participate in the 2007 Gold Coast marathon. Gary recalls, "I could now walk fine, despite suffering complete nerve disruption form the thigh down, but could I run". So after some training sessions, Gary ran his first ever half marathon in 1 hour and 31.55 minutes that year.

It was the impetus he needed at the time and remarkably he has been competing in events ever since.

In preparation for the big event in New York he is currently aiming to run 80 klms a week. Most mornings he is up at 4.30am to train. Not only does he rise early to pull on his running shoes but also his enthusiasm is soaring high as he becomes fitter and faster.

For a man convinced of divine healing he has a history of miracles - another

accident on a work site in his early twenties resulted in a lower back break, which meant he could have become a paraplegic. A family history of cardiac conditions - his father was fortunate to survive quadruple bypass surgery, but sadly he lost a grandfather and two uncles to heart attack. In addition his 18 year-old son lives a healthy, normal life but needs daily medication for a continuing heart condition he has had since birth.

A more recent history of competing in marathons has inspired Gary on to create even more history. Through the Australian Heart Foundation he now has this amazing opportunity to compete in the iconic New York marathon for his country. To enable Gary to stand on the starting line he needs some financial help. If his story has touched you, would you be kind enough to show your support by contacting Gary on 0428 361 583 or email g.beutel@vanderfield.com.au or check out his latest update at www.aheartfornewyork.blogspot.com

Gary finished by saying, "I'll never be an elite athlete, but I'll be the fastest, skinny legged, grey haired, Aussie marathoner that New York's ever seen. And the smile on my face will last for months.

Lismore under construction



Vanderfield continues their strategy of investing in regional Australia with construction of their new premises well under way in Cook Street Lismore, New South Wales.

For any enquires phone Steve Halliday at the branch on 02 6626 2828



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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 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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