The New Year is now well under way and we extend our best wishes for a happy and prosperous 2014.

Having recently conducted a trip around many of our branches I am encouraged to see the young people who have been entrusted to us for employment and training. It is a humbling responsibility to provide a safe, encouraging and challenging workplace environment to set these young people up for their future careers, hopefully with Vanderfield. Many are future field technicians, parts professionals, sales people, agronomists and team leaders. In every case, I am confident they have positioned themselves in an industry and a company with a bright future.

The recent expansions of Vanderfield will mean we can create opportunities for new team members from our Toyota service facility at the Argyle diamond mine, to the bustling growth city of Darwin working on massive road trains, to the cane fields of Mackay and Bundaberg to the exciting cotton industry of St George and Dirranbandi and many places in between.

I trust you will enjoy this edition of Landmark and please let us know if there is any story you would like us to cover in future editions.

Bruce Vandersee

Not spending a Christmas day at home in the last seven years is something Peter Mitchell, Contract Harvester is getting used to.

Home for Peter is in Chinchilla, Queensland and adapting to all different styles of accommodation while he is harvesting for clients is also something he is now comfortable with.

Farm born and bred, Peter has an attachment to the land and to farming. Trading in his older combine harvester at Vanderfield Chinchilla in 2013 he invested in a John Deere S670 model. Engineered to give more power and productivity and designed to deliver balanced and consistent performance, Peter reports, "it has handled everything so far but I am yet to put it to the test in Victoria to see just how good it is.

The pro drive transmission affords more power which enables me to keep going in contoured steep country conditions without having to stop and change gears. This is a big noticeable difference for me”.

A bigger cab in the S670 is a bonus for Peter as he finds it more comfortable and enjoyable to spend his days in.

Peter commented on the expertise of the technician, Tim Patch at the Vanderfield Chinchilla branch and his tenacity in locating a slight glitch with the header initially that no one else could isolate. “Tim is brilliant”!

A good crop of wheat is Peter’s preference to harvest however sorghum, chick peas and barley in Queensland are all part of his regular harvest work. In Victoria predominantly the crops are wheat, barley, canola, vetch (an annual forage/grain legume) and field peas.

Heading off in October to several locations around Queensland to complete repeat contracts he then treks south to the Swan Hill district in Victoria. When his harvesting commitments are finalized there he makes the return trip to Queensland to complete the summer harvest season.

The sacrifice of living away from family and his willingness to be separated from friends for many months at a time is not an easy one. But one he is prepared to make as well as investing in new equipment to compensate just a little to pursue his work and meet his client’s needs and in order to do what he loves doing. Harvesting!

For any harvesting enquiries Peter can be contacted on 0428 790 879.

CREATING A LIFE OF HIS OWN DESIGN

SUMMER 2014
NAPCO or The North Australian Pastoral Company is one of the oldest and largest privately owned pastoral companies in Australia. In existence now for 136 years they run approximately 200,000 head of cattle on 14 cattle stations spread across Queensland and the Northern Territory.

All breeder cattle are based on their NT and Gulf country stations. Weaners are sent into the channel country properties all near Bouli and Bedouine. When grown they eventually move east to the back grounding properties or to the NAPCO feedlot, ‘Wainui’ near Dalby in Queensland.

The back grounding properties consist of ‘Goldsborough’ near Roma, ‘Cungellella’ between Springsure and Tambo, ‘Gordon Downs’, at Emerald and ‘Landsborough’ at Nebo. All receive weaners from breeder properties and also from the channel country properties to grow out on improved country and to supply a consistent line of cattle each week for ‘Wainui’.

Goldsborough which is based 50km North West of Roma is approximately 35,000 acres in size and consists of undulating improved Brigalow and Bottletree scrub country. Covered mostly in Buffell grass pastures with only a small area of open downs Mitchell grass country!

Oats is grown on 2,000 acres at Goldsborough as a winter crop to supplement the cattle feed. This allows the stock to gain an ADG (average daily gain) of between 0.9-1 kg head per day. Most of the pastures are frosted at this time of the year and the cattle are only gaining between 0.1-0.3 kg per head per day without the oats supplement. This enables supply to be maintained 52 weeks of the year.

In a normal season ‘Goldsborough’ turns off to the ‘Wainui’ feedlot between 8,000-10,000 head per annum.

On ‘Goldsborough’ the manager, Stewart Taylor oversees a lean crew of just 2 stockmen; one of his main aims in running a large scale operation is efficiency. This has been achieved through erection of extensive laneways throughout the property, a new set of yards and setting up the majority of bores on timers and remote monitoring. All staff are required to be versatile and lend a hand to all jobs from mustering to mowing the lawns. On the farming side Stewart works on a zero till plan to keep it weed free and to retain moisture for planting, a neighbour then sows with a zero till-planter in March/April each year!

"It is well made and everything just works. We traded another brand tractor on this one and it’s like going from a Valiant to a Mercedes..."

A new John Deere 130HP 6430 tractor and 6/73 Loader from Vanderfield Roma two years ago is used to pull a spray-rig and to lift pallets of dry lick, approximately 150-200 tonnes through the winter months. Stewart reports, “It is well made and everything just works. We traded another brand tractor on this one and it’s like going from a Valiant to a Mercedes.

A Hino stock truck bought around 10 years ago from Vanderfield is one of hardest workers at ‘Goldsborough’. Even though we have not racked up the kilometres the truck gets used at least 3 times a week carting little mobs back to their paddocks after drafting.

We have just purchased a zero turn John Deere mower to cover the 2 acres of lawn around our house and shed compound. Only early days yet but it is going well.

I am very strict with the servicing and the cleanliness of all our machines so they are well looked after.

We have been dealing with Gary Beutel who was the manager at Vanderfield Roma branch at the time. We tend to deal ‘with the people in a business’ and look for good service every time. Gary has been excellent. We are sad to see him leave to go to the Gatton branch but I wish him well and am sure we will keep in touch. In summary we are happy with Vanderfield and the product they sell and service”.

www.vanderfield.com.au

“Integrity allows us to trust”
When Graham Naumann branch manager of Vanderfield retired early in 2014, he would have notched up an amazing 45 years selling farm equipment with just two companies. Agricultural Requirements and Vanderfield!

Customers and staff all feel Graham’s shoes will be hard to fill such is their depth of esteem for him.

In 1997 Graham was appointed branch Manager for the Gatton branch. He recalls, “When I started with the company there were only three branches – Toowoomba, St George and the one here in Gatton. Now there are 14 throughout Australia”. Vanderfield has experienced huge expansion. But the biggest change he has witnessed in recent years has been the introduction of Precision Farming technology in all new John Deere tractors.

Modestly Graham describes himself as a ‘doer’ with a hands-on approach. He has exercised the belief that he has been able to get the best from his staff by being one of them. “I never expected or asked anyone to do anything I wasn’t willing to do myself”. This has been a personal work ethic and management practice which has stood him in good stead together with the desire to provide the best service in town.

Once known for growing potatoes, pumpkins and Lucerne the Lockyer Valley is now called the ‘salad bowl’ of the country producing a superabundance of vegetables. Graham has lived in the Lockyer all his life.

Vanderfield all the staff extends to you a big congratulations Brett for your very fine achievement.

As a quiet achiever his ready willingness to share his knowledge is something he did with his very capable replacement, Gary Beutel. Gary’s personable style is similar to Graham’s which makes him an ideal choice to fill those shoes. Gary will give 110% to the task just as Graham has done.

Graham leaves behind a big footprint on farming in the Lockyer Valley and on Vanderfield. The whole company is united in extending its’ best wishes for the years ahead of you Graham and for an equally rewarding and fulfilling retirement. Just as your career has been!” We wish you happy travels, special memorable times with Murtle your wife, your family and granddaughters and much, much more.
Following stints in the livestock and timber industries, Brenton Hall decided it was time to diversify and digress just a little, and looked for an alternate way to make a living. So in 1997 when visiting southern Queensland, he by chance stumbled into employment with a contractor who was engaged to do some of the crop preparation work on Cubbie Station!

After experiencing a very steep learning curve, over a brief day, learning how to set up rigs and apply gas fertiliser, his boss left him to complete the job and took off for a months’ overseas holiday. Leaving Brenton to soldier on completely on his own! He managed quite well.

In those days Cubbie was evolving and developing its work practices and ruled the contractor had to remain on the farm. Brenton ended up being the one who stayed, and has been there ever since, as a contractor himself.

Following his first season, Brenton took on a welding job and whatever else was on offer. A big decision was then made, to take ownership of a couple of tractors and invest in his own future, which has been a wise move as he has progressively grown his business since then. To the extent remarkably last year he purchased nine John Deere 8335R tractors from Vanderfield St George.

During the peak times, ten out of his eleven tractors run 24 hours a day. Why John Deere? “Because they are the most reliable and their GPS guidance systems have improved in leaps and bounds. My team and I can do so much work with them. For us it’s a real team effort. On top of that the service that the team at Vanderfield offer is really good”.

Brenton is one very dedicated man who thrives on what he does: and does it with a passion and has a strong commitment to the team he has built around him. Possibly as a result of being abandoned all those years ago when left to his own devices. But he overcame the challenges he faced with courage and is now inspiring others to do the same but with a difference. He is there for them and supports them 100%.

The Vanderfield Emerald branch hosted an event in November 2013. This was specifically for Emergency Services personnel in the district. Approximately 25-30 joined in to witness the mechanics and workings of a John Deere cotton picker. This is a powerful machine that needs to be operated with care and with safety in mind at all times to prevent injuries. Hazards which potentially can occur while operating such large equipment were explored and discussed as part of the evening. It was a valuable yet slightly unusual training exercise for those from the Emergency Services who attended.

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“Serviceability has always been a key design feature of Hino trucks” stated Mr Sergio Bonvini, head of the Hino team of presenters and instructors. So this became the focus of a three day series of Hino Training workshops held especially for the Toowoomba Regional Council in the last quarter of 2013.

Attended by almost 50 Council plant mechanics and diesel fitters at Vanderfield Hino in Toowoomba, Sergio supervised the training sessions with representatives from five different regional councils – Toowoomba, Scenic Rim, Somerset and the Western and Southern Downs present.

Ross McManus Fleet Procurement Officer for the Toowoomba Regional Council said, “I feel it’s important for Councils to continually seek out training for its drivers, operators and maintenance staff because of the ever evolving trends, legislative requirements and laws on the operation of vehicles and equipment. We owe it to our drivers and operators to provide up to date training to ensure they know how to safely and efficiently use council vehicles and equipment. And the content of this program was beneficial, relevant and well-presented according to those who attended”.

Vanderfield Hino Sales manager Grahame Phillips added, “The Company has sold Hino trucks for more than 20 years and the same level of Hino technical training is available to privately owned fleet operators. Enquiries are always welcome. I can be contacted on 07 4631 4860”.

Something that concerned Leon Schulz almost ten years ago about Darwin in the NT was the amount of waste which was being dumped straight into landfill. Concerned for the environmental impact it was having he then realized he could make a difference and saw huge potential in making it a reality. Subsequently created his business enterprise and called it NTRS Recycling Solutions (ntrs).

Fast forward to 2014 and the company employs some of the territories most progressive recycling collection solutions for households, businesses and government departments.

The main focus initially was on cardboard however ntrs then used that as a cornerstone and expanded from there. Now the aim is to provide a collection solution for most waste material which once would have been disposed of needlessly. In the process creating a cost saving factor! This includes dangerous chemicals, waste oil, plastics and general and septic waste.

Dean Caton, general manager for ntrs said, “The most unusual item we collect is old fluorescent light tubes. People don’t realize they contain mercury and it is important they be collected rather than end up in a Landfill somewhere with the heavy metal leaching out of them”.

The company runs a significant fleet of Hino Vehicles, “they meet our needs fairly well and have the load capability we require for our collections. In addition to this is the reliability and the level of service that Vanderfield Darwin service team extend to us”, Dean stated.

Leon visualizes in 2014 exploring new avenues and different opportunities for ntrs. For instance taking used oil and converting it into a whole new oil product for consumers to use. Also he is considering expanding into public health areas such as laboratories and hospitals to find an answer for disposing of their waste chemicals safely.

Leon feels excited about the future and the increased awareness which has continued to escalate around recycling. He is confident that the percentage of recycling will only increase even further as more people become more conscious of the impact each one of us make and contribute to in our own backyards and ultimately to our planet.

For more information check out www.ntrsr.com.au or Dean can be contacted on 08 8947 2721.
From two separate harvesting groups who combined, the Central Harvest Co-operative Limited was formed in Childers in March 2008 with 19 cane growers as member shareholders.

The secretary Mr Wayne Stanley played a significant role in setting up the structure for the Co-op and in its’ origins. In their very first working year with two harvesters and 5 haul-outs/tractors/trailers 191,000 tonnes of cane was harvested. However their anticipated yield in the following year was well down due to dry weather conditions. Before the commencement of their third operational season the Co-op purchased additional harvesters and haul-outs from Isis Cane Services Pty Ltd, a subsidiary of Isis Central Sugar Mill.

This massive and expansive decision meant they almost tripled the number of shareholding members to 55 as well as the additional equipment that came with the takeover. CHC now harvests 40% of the Isis cane crop.

A change in strategy towards their choice of harvesters occurred in 2012. Now five of their 8 harvesters are John Deere - Mr Russell Landt, Harvesting manager highlighted some aspects of why they choose John Deere. “I can confidently say John Deere are very reliable and are strongly built. In the harsh, nasty conditions we had following the terrible floods last year which left wash-outs and debris everywhere they coped really well. In addition to this we are happy with our local Vanderfield dealership”.

Now CHC has the capacity to supply Isis Mill with 600,000 tonne of sugar cane a year. Mr Mark Mammino, chairman of the CHC said, “Our fifth season has been the largest so far. I am amazed by the magnitude of growth the grower owned business has achieved since beginning operations in 2008”.

It was with interest that Mr Jim Field, President of John Deere USA Ag & Turf Division experienced first-hand green cane harvesting in one of CHC’s harvesters in 2013. A visit from senior executives of John Deere USA and Australia arranged by Vanderfield met with representatives from the Co-op in Childers to explore ways in which John Deere could further enhance their commitment and better support the Australian Sugar Industry as a whole.

Interesting fact:
Landmark readers may not realize that Kununurra was originally going to be called Cununurra after the prevalent soil type in the irrigation area which is Cununurra clay. However postal authorities forced a name change to Kununurra as they felt that postal staff would confuse it with a town named Cunnamulla in Queensland.

Vanderfield have been servicing the Kununurra farming district since 1999 and remain the only Ag dealer within the Kimberley region. Ord stage 2 has been the project hoped for by many Kununurra businesses like Vanderfield so that the current support infrastructure they provide can fulfill its potential. Here’s to a successful project!
Growing pineapples can be fraught with pitfalls, they take a long time to grow, prefer well-drained soil and are labour intensive.

Nathan Steven’s grew up with his parents Col and Gail on their small pineapple farm. In 1997 when they announced they were thinking of selling the farm Nathan stood at a crossroads in his life. Finishing high school and after a short stint at University and other activities at just 18 years of age and unsure what he was going to do but armed with the knowledge of what his parents were considering it propelled him into making a decision; it was just the catalyst he needed – he wanted to grow pineapples. He knew how they grew, wanted to give it a ‘good crack’ and convinced his mother and father to stay on the farm.

Thankfully Col and Gail believed in him enough to make the decision they did which has taken them from being a small producer of 150,000 - 200,000 pines a year under Nathan’s guidance and management to now growing 1.5 million pines or 3,000 tonnes annually.

“... It’s a long crop taking up to 20-24 months to grow. It is very hands on and labour intensive. All ground preparation and crop maintenance is done by machinery but the actual planting and harvesting is by hand.”

Being land locked in Lake Mary Road near Yeppoon they expanded out further to the North West and purchased a further 340 acres. Nathan became a full time partner in the family business and hence ‘Lake Mary Pines’ enterprise began. In a short time frame they doubled their capacity and now Nathan envisions growing the Lake Mary Pines with seven full time staff even further.

Around 80-90% of the pines are sold to the fresh fruit markets and when asked what’s involved with growing pines Nathan replied emphatically. “Patience - lots of it! It’s a long crop taking up to 20-24 months to grow. It is very hands on and labour intensive. All ground preparation and crop maintenance is done by machinery but the actual planting and harvesting is by hand. When picked the tops of the pines then have to be cut off manually. They don’t especially like having ‘wet feet’ and like well drained country.

For us 2013 was our toughest year with the first six months being our wettest. Then we had the driest six months spell we have ever had. Never have we experienced a year like it. Having well-priced and ever reliable four John Deere tractors here they are all involved with doing the heavy work plus a new one is on its way. They do all the ground preparation - mulching, ploughing, hoeing, hillsing up ready for planting, driving the planting machine and the crop spraying. Vanderfield service availability is great for us too”.

Gail who is the chief financial controller and administrator for the company said, “Col keeps talking about retiring one day but it doesn’t look like happening anytime soon”. According to Nathan, “the pine industry is strong”. It would appear his enthusiasm for giving it a ‘good crack’ is just as strong and doesn’t look like waning anytime soon and is his way of keeping the industry that way too!

“Having the support from Vanderfield where they run a Remote Display Access (RDA) has saved me many hours of down time. I am able to pin point exactly where my machine is and even compare fuel usage across different conditions. I am also know the current hours without having to travel to the machine. If I had to purchase another piece of John Deere equipment, I would definitely install JDLink. I wouldn’t go without it”.

Quintin Helms a contractor who works in the southern states of Australia but who lives in the Lockyer Valley, can’t speak highly enough of the new technology available on his recent purchase of a S660 Combine Harvester.
Newly appointed Roma Branch manager Charlie Millard

**MEET CHARLIE**

In a reshuffle of Vanderfield managers, former manager for Roma, Gary Beutel has been transferred to manage and guide the Gatton branch in the Lockyer Valley following the announcement of Graham Naumann’s retirement there. So former employee of Vanderfield, Charlie Millard now takes on the task of managing the Roma Branch. After working for Vanderfield for six years, Charlie left in 2003 to become involved in his long established family business in Bega on the south coast of NSW. He returns To Vanderfield after a ten year absence with fond memories of his previous employment with the company and after staying in touch in the interim.

“It’s like coming home being back in Queensland”, Charlie declared. “Vanderfield has seen enormous expansion but still the same company ethos and the same desire to look after customer’s remains. So I need to concentrate and build on the great work Gary has done here in Roma”.

Charlie’s wife Ange, his children Will, Jemma and Mollie have all encouraged and supported him wholeheartedly and as a family they have embraced their move to Roma. Oddly enough they are enjoying the warm, dry, hot conditions.

The company wishes you every success in your new role Charlie and join in saying ‘it’s good to have you back with us’!

**MyJohnDeere.com** is the new platform for products and services that will help improve machine uptime, logistics management, and agronomic decisions. **MyJohnDeere.com** allows viewing of real-time information about farm operations, field locations, and important equipment performance data. From your desktop computer or other Internet-enabled device, you can go to a single website and access:

- JDLink™
- JDParts
- Stellar Support
- Remote Display Access

In addition to viewing and managing this important information, **MyJohnDeere.com** makes it easy to share the data with trusted partners, such as your John Deere dealer, farm manager, agronomic consultant, or other third-party individuals.

John Deere have now released Wireless Data Transfer (WDT) as an enhancement to JD Link. WDT enables the wireless transmission of data between the GreenStar™ 3 2630 display, **MyJohnDeere.com**, and the producer’s farm management information system. This efficient system eliminates the need for manual transfer of data.

WDT allows data to flow wirelessly to the customer’s personalised portal on **MyJohnDeere.com**. Customers are then able to access this data from their smart phones, tablets, computers, or any Internet-enabled device. They can then share that data with trusted advisors, and easily transfer value-added information to 2630 Displays they are using in the field.

**AMS TECHNOLOGY FIELD DAYS**

Vanderfield Roma will be holding several customer demonstration days in the Surat, Muckadilla and Wallumbilla districts in late February and early March.

Do you want to extract more value from your existing GPS investment?

Are you or your agronomist interested in Precision Ag, but don’t know where to start?

These days will showcase advanced GPS applications such as;

- **Active Implement Guidance** to achieve inter-row sowing for reduced stubble borne disease.
- **GPS height control of land forming equipment** for drainage and soil conservation.
- **Wireless Data Transfer** of documentation data to and from JD Link enabled machines.

The VNET Precision Farming team will also demonstrate Precision Ag applications for the data being collected by your GPS systems such as;

- **Software** to design your own contour banks and waterways, simulate water flow, then export these drainage designs as guidance lines for your tractor to steer.
- **Software** to design the ideal layout for your Controlled Traffic farming system, using water flow simulations to reduce potential of tramline erosion.
- **Soil mapping** with Electromagnetics to support prescription seed and fertiliser rates matched to the soil’s yield potential.

Vanderfield invite all interested growers and their agronomists to attend. For any enquires or to register your interest call the Roma branch on 4622 2222 and speak to Charlie Millard

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**Contact Information**

- **Toowoomba** (07) 4631 4800 | **St George** (07) 4625 3666 | **Gatton** (07) 5462 2566 | **Kununurra** (08) 9168 2236
- **Roma** (07) 4622 2222 | **Darwin** (08) 8932 4200 | **Chinchilla** (07) 4662 7006 | **Katherine** (08) 8974 0000 | **Mackay** (07) 4966 3300
- **Biloela** (07) 4992 1800 | **Emerald** (07) 4982 1556 | **Rockhampton** (07) 4927 3222 | **Bundaberg** (07) 4152 2144

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