

## IN THIS ISSUE...

Letter from the Editor .....	1
Upcoming Events .....	2
Reseller Focus: Jack from Cowra Machinery Centre .....	2
New Tarred Yard! .....	2
Winning the War on Chemical Resistant Weeds .....	3-4
March Harrows & Coulters Giveaway .....	5
Australia Day Promo .....	5
The KerFab & TTI experience .....	5
North American Update .....	6-7
Meet an Employee - Clint Symington .....	7
Team Update .....	7
FAQ section.....	7
What our customers are saying .....	8
Caption Contest!.....	8



## LETTER FROM THE EDITOR

Welcome to the first edition of the K-Line Bulletin for 2017! As we pen this letter, we are experiencing a 45°C heat wave in Central West NSW, while our colleagues in the US are battling through an icy North Dakotan winter, with temperature differences of 64°C or 147°F!

We are right in the middle of the busiest season we've ever seen here at K-Line, keeping the whole team on their toes. Our production and assembly teams have sent out 49 Speedtiller models alone so far this year!

In the last issue, we mentioned our newest addition to the Trash Management product range, a machine for breaking hard pans and deep tillage applications. We now have one of these machines in the ground on a local property, and it's doing a great job for its proud new owners. Keep an eye out for updates in our next issue! Initially named the

Flexi-Ripper, we decided to rename the machine to better reflect its power and strength. Thanks to the Nash family of Cooyong Pastoral for coming up with a perfect powerful and potent name – henceforth this machine shall be called the **MaxxRipper!**

Although not currently released to the open market, we have had a lot of interest generated in this product through social media and word-of-mouth. We expect to start distributing this product through our dealer network in April this year; but welcome any enquiries in the meantime. If you are interested in more information, our friendly sales team are always happy to help.

Bill Larsen, director of Sales and Marketing, has set off for North America this month; he will be attending the National Farm Machinery Show in Louisville Kentucky, where we will be officially launching our North American company and the Speedtiller Powerflex® to mainstream dealerships in the US. Read more about this major show on page 6 of this newsletter. Bill will also be travelling to France, and attending the Sima Agricultural Show in Paris at the end of this month.

A quick overview of K-Line developments this year to date:

- Tarring the entire front yard and the main areas between production and assembly sheds. We're about half way there and it looks very impressive! Going from dirt to tar is making a massive improvement, both visually and practically.
- Working with a marketing company in the US to officially launch K-Line North America to mainstream US dealerships, in order to establish a dealership network around the country
- Revamping our Speedtiller brochure. Now in a 14-page fold out publication – contact our sales team if you would like a stack to hand out to your customers.
- Working with HR agency to implement systems for managing staff and adding value to our business through efficient operations.
- Implementing lean policies & training with an expert business consultant

The time is almost here for a giveaway promotion on harrows and coulters. This will be running throughout March so stay tuned!

Thank you to all our readers for your continued support.

The Editor

## UPCOMING EVENTS:

### WIMMERA MACHINERY FIELD DAYS 7-9TH MARCH

Hosted at its purpose-built site at the Wimmera Events Centre at Longerenong near Horsham in western Victoria, the event has grown into one of country Australia's largest agricultural and agribusiness trade shows, showcasing the latest developments in farming practice, machinery, equipment, technology and services. The Field Days committee has maintained a long-term charter to foster innovation and development in primary production and agribusiness.

### ELMORE TILLAGE DAY, VIC 15TH MARCH

The Elmore Events Centre presents the 2017 Elmore Tillage Day, an event created for Field Days Exhibitors to demonstrate their tillage and cropping machinery in more suitable conditions than that of October when the Field Days are held.

We will be attending this demonstration day together with Echuca CIH, and demonstrating a 9.5m Powerflex – we look forward to seeing you there!

### SOUTH EAST FIELD DAYS, LUCINDALE 17-18TH MARCH

The 39th annual South East Field Days will be held at Yakka Park, Lucindale. Visit the Wickham Flower stand to speak to their helpful staff about K-Line products; they are planning to have a CropCommander as well as a Speedtiller on display.

### K-LINE OPEN DAY

It's not yet set in concrete, but we are hoping to hold an open day in March this year – watch this space for more details a bit closer to the time!



## RESELLER FOCUS: COWRA MACHINERY CENTRE

Located right across the road from us, Cowra Machinery Centre was the first dealership we set up to distribute Speedtillers in 2010. Since then, the Cowra Machinery team have sold 152 Speedtiller machines in the district!

We highly value Cowra Machinery's custom, support and belief in our products, and regard their team as an extension of our own. A huge thank-you to Ron, Jack, Bear and the CMC team!

Jack from Cowra Machinery stars in the latest customer video – scan this code to watch online!



Scan this code to watch the video



***“And they're a company [K-Line] that continually listens, continually upgrade their machine, listening to what customers are requiring”***

***“My satisfaction with the machine is 100%. I couldn't praise them [Speedtillers] high enough really, as a machine”***

***“I don't work for K-Line, but I sell their product, and I own it”***

## NEW TARRED YARD!

Our yard is getting a summer makeover, which is very exciting! Gone will be the dust that permeates everywhere in summer, and the muddy holes that forklifts have to dodge in the winter – here are a few photos of the work in progress...





## WINNING THE WAR ON CHEMICAL-RESISTANT WEEDS

Fleabane. Maretail. Giant Ragweed. Waterhemp. Ryegrass. Beggartick. Pigweed.

No matter where you live - state or province, country or continent, Eastern or Western hemisphere – chances are if you are a farmer, you saw a name on the list above that made you cringe. And unfortunately, you are not alone.

According to the International Survey of Herbicide-Resistant Weeds, a scientific think tank committed to identifying, cataloguing, and controlling herbicide-resistant weeds around the world, the problem is large, and continuing to grow (pun intended!). There are currently 234 species of resistant weeds in 65 countries around the world, and more are added every growing season.

How does a weed become resistant to chemicals? The answer varies with each weed type and each associated herbicide. The basic answer is that as chemicals are repeatedly applied to certain weeds, those weeds' molecular structure changes, or mutates. These mutations mean that while the plant could still be affected by the chemical (think stunted growth or less flower, seed, or leaf production, etc.), it doesn't die or stop producing offspring as intended by the herbicide application. Thus,



the plant has the ability to pass that modified DNA structure on to subsequent generations of weeds, and the basis for chemical resistance is born.

Chemically tolerant or resistant weeds are most common in areas or countries where agriculture is industrialized. The prevalence of chemicals in modern farming practices means there are exponentially more opportunities for altered DNA replication to happen in industrialized nations, leading to an increased number of weeds showing resistant characteristics in those areas.

There are a number of approaches to avoiding or controlling the spread of chemically-resistant weeds. While the options may not be for everyone, knowing

even the most basic methods for combating herbicide resistance can help slow down the problem.

**Go organic** – This is definitely not an option for everyone, but not using chemicals for weed control is one way to diminish resistant tendencies. Organic farmers have to use cultural, situational, and mechanical controls to fight their weed infestations. Cultural controls include things like making growing conditions unfavourable by using additives to change soil pH. Situational controls extend



to things like crop rotations and companion planting. Mechanical controls encompass all types of tillage when used in weed control situations.

**Optimize soil nutrient contents** – Knowing your land's soil types and that soil's nutrient composition can go a long way toward promoting crop growth and combating weed infestation. Test your soils for deficiencies, and add nutrients customized for your planned crop. A balanced soil nutrient profile can help push crops through growth stages (germination, emergence, canopy) as fast as possible. This jumpstart makes them bigger faster, which makes it easier for them to fend off and stunt the growth of competitive weeds.

**Rotate crops** – Growing the same crops in the same places every year produces year-upon-year tolerance to chemicals in many types of weeds. Break up this cycle by changing the base crop, herbicide applications, and timing for each paddock. Get assistance from a local soil conservationist or government agriculture office to balance crop herbicide and nutrient needs within your farming operation.

**Hit the Dirt** – Zero in on problem patches and target areas of weed density by physically inspecting your paddocks. By getting at eye level with your crops and their weedy competitors, you can identify and customize applications for your paddocks' specific problem weed types instead of constantly relying on broadcast herbicides.

**Go Big, or Don't Go** – Don't use less herbicide or a lighter concentration than what is specified by the manufacturer on the mixing label. Under-mixing herbicides actually helps to promote chemical resistance. Weakly mixed or lightly applied chemicals function in weeds like vaccinations do in people: small doses eventually build up immunity.

.../Contd.

**Select the proper seed hybrids** – All seed hybrids are not created equal. Talk with your local agronomist or seed dealer to select hybrids genetically designed to be grown in your area. Localized hybrids often have traits that encourage early germination and allow them to withstand colder soil temperatures than competitive weed seeds. These hybrids can be planted earlier than most wild weed seeds can germinate, spurring crop growth while inhospitable conditions retard the growth of competitive weeds.

**Insist on implement hygiene** – Ever wonder why weeds seem to be more prevalent in the outside rows of a paddock, but less common further in? In many cases, it's a matter of implement hygiene. When equipment moves from farm to farm or paddock to paddock, weeds and their seeds get transferred along with the implements. This weedy trash generally falls off the machine in the first rounds, as evidenced by the weed propagation in most paddocks. As a weed control best practice, require cleaning of implements before entering paddocks, especially if employing custom operators, and for all equipment after each growing season.

**Plant for Production** – Maintaining and calibrating planting equipment per manufacturer recommendations can pay back greatly when it comes to weed control. How, you might ask? Malfunctioning planter and diagnostic parts

like vacuum tubes, seed plates, and monitors can give false information about seeding and fertilizer application rates. This can leave empty spots or slow growth areas in your paddocks, leaving the door open for opportunistic weeds to take over.

**Make Another Pass at Weed Control** – Tillage is a great way to control weeds without using additional chemicals. Paired with the other methods and tips above, passes through post-emergent crops with tillage equipment can provide soil disruption to expose or uproot weeds between rows. This in turn contributes to dehydration or growth delays in those weeds, allowing time for crops to overcome and eventually kill their competitors. Tillage also can have the additional benefit of killing non-plant undesirables, like fungi and pests, in many paddocks.

While the war on chemical-resistant weeds is far from over, farmers have a number of control methods at their disposal. Alone, these methods may not win the war, but together they make a suitable arsenal for helping farmers win key battles against chemical-resistant weeds the world over.



Read the FarmLink case study on the Carey Partnership of Coolamon NSW - Maintaining Profitable Farming Systems with Retained Stubble.

## PHOTO OF THE MONTH



Residue issues made easy – 9.5m Speedtiller Powerflex in wheat stubble, Parkes NSW



## MARCH HARROWS & COULTERS GIVEAWAY

To kick off footy season, we're giving away a free rugby league ball with all Harrows & Coulters orders over \$500 this March!



Get your order in this March to qualify - full list of terms & conditions available online [www.k-line.net.au/special-promotions/](http://www.k-line.net.au/special-promotions/)

## AUSTRALIA DAY PROMO



Our Australia Day promotion ran throughout January up until Australia Day. Thank you to all participants for your purchases this month, and Congratulations to the winners:

- Julius King, Gormans Hill NSW
- Richard Reddel, Elderslie NSW
- Sam Hain, Polo Flat NSW
- Tony Millbank, O'Connell NSW
- Gavin Schuster, Freeling SA

We hope you enjoyed your Australia Day packages!



## THE KERFAB AND TTI EXPERIENCE

There was no better way to conclude the Year of 2016 for Director of Finance & Administration, James Larsen, than to fly with Charlie the pilot down to Victoria for a day to visit businesses; TransTank International (TTI) in Shepparton and KerFab in Kerang. Also on the ride were members from different departments of the K-Line team, Ian Roach, Keith Truswell, Essie Larsen and Gemma Larsen. Looking at improving K-Line Ag's Human Resources and Operations Departments in efficiency, this excursion was arranged so we could view similar sized business's running their operations. Thanks to TTI and KerFab, the team learnt some valuable lessons and came back fired up with ideas for change



**tti** TransTank<sup>®</sup>  
International  
Australia's Safest Tanks and Trailers

**KerFab**

With the help of the recently acquired services of HR Gurus we are working to better manage staff and add value to our business through efficient operations. We are also working on ways to give staff more visibility into the workings of the business, so they can see how they make an impact on change.

At K-Line we know we can't do it without the team so here's to a bright and successful future!

## NORTH AMERICAN UPDATE

There is not a lot of tillage happening in the North Dakota snow at the moment, but we are gearing up for the Spring rush which will be upon us shortly!

It appears that the southern states will be having an early Spring – we have machines demonstrating already in Nebraska, Michigan, Illinois, Ohio, New York and Pennsylvania!



K-Line North Dakota in January!

We headed south to attend the National Farm Machinery Show in Louisville, Kentucky, on Feb 15-18. For 50 years, the NFMS has offered the most complete selection of cutting-edge agricultural products, equipment and services available in the industry. This year, the show continues to be the largest indoor farm show in America, with 850 exhibitors covering 1.2million square feet of floor space at the Kentucky Exposition Centre.

Although we have been present in North American and Canada since 2012, we took the opportunity at the NFMS to officially launch our company and the Speedtiller Powerflex® to the mainstream dealerships in the country. With our machines being successfully proven in field and now in operation all over the country, we are able to offer our state-of-the-art equipment to North American and Canadian farmer and dealership markets. Our Director of Sales & Marketing from Australia is visiting the US at the moment and attended this show together with our US salesmen.

Late last year, our Sales Representative Jeff Symington travelled to the beautiful city of Kelowna, in British Columbia, to attend a conference with Flaman Group of Companies. Flaman is our largest dealer in Canada, and widely known throughout the country. The purpose of this conference was to inform Flaman's rental dealers of new products in the pipeline as well as a review of existing products. It was a very valuable session; we presented photo & video footage of the Trashcutter and Hay Rakes, our newest products to be introduced to the North American market. We also looked at the advantages of the Speedtiller in different applications, and went over setup features and maintenance tips to assist the dealers

in selling and servicing our machines. Thank you to Flaman for your valued support, and for inviting us to attend this conference!



City of Kelowna on the Okanagan Lake, Canada

On the subject of travel, we have some American colleagues enjoying the hot weather down under at the moment. Clint, our Operations Supervisor at Cavalier, is staying in Australia throughout March-April, to learn the ropes and assist in our busy season here. Jeff visited Australia and New Zealand earlier in February for sales and marketing training. He attended a variety of product demonstrations while visiting, learning about the next products in the pipeline to be added to our range in North America.

Hay Rakes are a product line which have been manufactured by K-Line Australia since 2003, and will be introduced to the American & Canadian markets this coming Spring. Expanding into the hay industry in these areas is an exciting new development, opening up a whole new market and customer base. If you have any questions about our Hay Rake range, our friendly sales team will be happy to help – give them a call on 1-800-445-6882.

With Spring just around the corner, we are starting to book up Speedtiller demos. If you're interested in seeing what this machine can do for you on your own farm, contact our sales team to discuss the possibilities!



20' Speedtiller ready to go to a customer in Illinois



## UPCOMING EVENTS:

### AG EXPO, LETHBRIDGE AB CANADA 1-3RD MARCH

Ag Expo is Western Canada's Premier Agricultural Show, using over 100,000 square feet of covered indoor space, plus another 100,000 square feet of outdoor space. **Flaman Rentals** will be displaying a 41' Speedtiller Powerflex at their outdoor booths #849 - #853, and staff from K-Line will be attending – we look forward to seeing you!

### 2017 MID-SOUTH FARM & GIN SHOW, MEMPHIS TN 3-4TH MARCH

Visit the **Hood & Co** booth at the 65th Annual Mid-South Farm & Gin Show in Memphis TN, to see a 31' Speedtiller Powerflex on display!



We are in the busiest season in K-Line's history and we are looking for personable, skilled Welders with experience in MIG welding. We have two positions available to fill right now.

K-Line Ag's Core Values are: Innovation, Care, Respect, Integrity & Trust – if you think you fit these values and have the skillset for the job, apply now! A weld test and interview is required.

To join the quickly growing team at K-Line Ag, submit your resume on our Careers page:

<http://www.k-line.net.au/careers/>



## MEET AN EMPLOYEE!

**CLINT SYMINGTON**

OPERATIONS MANAGER, CAVALIER ND

### What is it about K-Line Ag you enjoy?

Good culture & friendly staff

### If you were the president of your country, what would you do?

Install more Summer holidays through the year!

### What is your favourite thing to do on a sunny day?

Spend the day at the beach.

### If you could travel anywhere in the world, where would you go? Italy

## TEAM UPDATE

Welcome to the following new employees who have joined our team in the last couple of months:

Tony Piggott - Draftsman

Penny Hurrell – Sales & Admin Assistant

David Trim – Operations Facilitator

Hannah Westley – Design Assistant

## FREQUENTLY ASKED QUESTIONS

Our team loves to hear about and answer your questions, never hesitate to give us a call! Providing they are semi-relevant of course; we would advise you to look elsewhere for questions on outer space exploration.

In this section of our newsletter we will include some of the most common questions we find our stakeholders wanting answered. If you have a question, pop it through to [marketing@k-line.net.au](mailto:marketing@k-line.net.au), we'll upload it to the FAQ page on our website and print it in our next Bulletin with your answer. Of course, if it's urgent, give us a call on 1800 194 131.

Visit: [www.k-line.net.au/faqs](http://www.k-line.net.au/faqs)

### What horsepower is required to pull a Speedtiller?

Approximately 40hp per metre of machine. However, there are a lot of factors that influence this requirement such as soil type, machine configuration, application and what you're trying to achieve.

## WHAT OUR CUSTOMERS ARE SAYING...

*"We started with a 3.5m Speedtiller & have just upgraded to a 6m model with the new design disc arms, the machine is perfect at handling stubble & small rocks. I believe it is the best machine at the moment on the market and is Australian built and well built at that. The K-Line company is great to deal with and has been willing to assist with design changes with both the Speedtiller and coulters we have purchased for our airseeder."*

David Mulraney, owner of a 6m Speedtiller

Thanks to the sharp-eyed people who participated in the Spring 2016 Bulletin spot-the-difference competition!

The Winners were:

Daniel Nitschke, Balaklava SA

Paige Sinnamon, Moree NSW

Joe Black, Benalla VIC

Congratulations, we hope your footy comes in handy this season!



## CAPTION CONTEST!

This photo was taken just two blocks down from our premises in Cavalier.



Name:

Email:

Phone:

Caption:

Caption this photo – the prize for the best and most creative caption is an Australian flag beach towel!  
 Captions must be submitted by 17th March 2017 by: email: [marketing@k-line.net.au](mailto:marketing@k-line.net.au) | fax: +612 6342 6913

QUOTABLE QUOTE: "Without hard work, nothing grows but weeds." - Gordon B. Hinckley



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