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LETTER FROM THE EDITOR

Hello to all our loyal Bulletin readers, and a warm welcome to new subscribers!

It's amazing to think that we are half way through the year 2017 already, but that is the case - the clichéd 'time flies when you're having fun' would be fitting to describe life at K-Line Ag so far this year! We are making history this season with sales at a record high, production at record output and staff numbers the highest we've ever seen.

In March this year we held our annual Open Day, which was an awesome success. This year we held the event in conjunction with Cowra Machinery Centre, and demonstrated our machines in the field pulled by CMC New Holland tractors. Read on for a full report!

A note to the broadacre growers in Australia - although it seems early, it is time to plan for next season's tillage and residue management. Once the hustle of harvest is over, you'll want your gear ready in the shed for when you need it, so get in early to secure your production slot now.

Also in June we have our Pre-Season deals on Hay Rakes - if you're considering a rake purchase this year, act this month and take advantage of the 5% pre-season discount, for all hay rake orders placed in June. More details can be found on our website. Running alongside this campaign, K-Line Ag will be donating \$100 to the SES (State Emergency Service) for each rake sold this month, to show our support and gratitude for the important work this organization does for the community.

The end of financial year in Australia is only a month away, so we'd like to remind our customers of the Federal Government's small business incentive; all purchases under \$20,000 are 100% tax deductible. This initiative ends on 30 June 2017, so speak to your financial advisor to find out if you can take advantage of it this year.

KIA ORA AND BIENVENUE, K-LINE AG!

France and New Zealand, here we come! Launching products into new marketplaces is always a very exciting development. Over the last couple of months, we have sent off two containers of machines to brand new destinations - one is currently en route to Fay Sur Lignon in France, and the other has just arrived at Gore, in the south island of New Zealand. New territories bring with them new opportunities and challenges, and we're looking forward to the journey as we continue to expand globally!

We hope you enjoy this issue of the K-Line Bulletin. If you know of anyone else who would be interested in receiving our Bulletins, they can sign up quickly and easily from our website - www.k-line.net.au.

The Editor

GOOD GEAR, GOOD ATTITUDE! K-LINE AG OPEN DAY

A warm thank you to those who came along to support the K-Line Ag & Cowra Machinery Centre Drive Day in March - it was an awesome success! More than 100 visitors came to experience and watch the products in action, some coming from as far away as Bega, Cooma and Narrabri.

We launched and showcased three new products on the day, conducting MaxxRipper and Delta HayPro demonstrations and displaying the new Flexi-Mulch machine. Demonstrating



these machines gave an opportunity for farmers to speak to K-Line Ag staff or dealers about any product questions they had, and to do training sessions on the best way to setup and run the machines so that they perform to their utmost ability.

AS LUCK WOULD HAVE IT...

For some of us, participating in the prize draw always adds an element of fun to a show day of any kind. There's something about that feeling you get when receiving the unexpected that nothing else can replace! This year, first prize was a Waeco cooler won by Stephen Smith of Young, and second prize was a Tramontina BBQ set won by Henry Nation, also of Young. Congratulations, we hope these kept your drinks cold and your steaks flipped!

THE WOW MOMENT

There's no doubt about it, product demos win every time! There is something about seeing a large machine in action



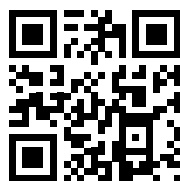
that pulls people in. The suspense builds up as the New Holland bears down on you and roars past. When the weather is as dry as it was in March, it leaves in its wake a huge cloud of dust, temporarily concealing the job it's just done and coating all the eager onlookers. As the dust abates, they move in to inspect the job the machine has just done. Whether it's picking up the freshly sliced residue or dragging your feet in the soft dirt to see how deep the machine has dug, there's something irresistible about seeing for yourself what the machine is capable of.

THANK YOU!

To Bear and Tracey, for lending us the use of their paddock for the day. To Farmpix Photography, who attended the day and shot some great drone footage. To the many team members behind the scenes at Cowra Machinery Centre and K-Line Ag, and to everyone that came along. We hope you found the day valuable and enjoyable, and look forward to seeing you again at our next event.

"You make good gear with good attitude."

"K-Line make a good strong product and I am happy to be associated with selling the products."



Scan this code to watch the video

WHAT A RIPPER!



The K-Line Ag MaxxRipper is now available for purchase through our dealership network in Australia - contact our friendly sales team on 1800 194 131 for more information.

MAXXRIPPER



Manufactured for breaking hard pans and deep tillage application, this machine has deep ripping tines to break up compacted soils to a depth of approx. 600mm. Where soil compaction is encountered, the MaxxRipper is your answer for:

- Superior root structure and greater nutrient uptake
- Better moisture availability
- Healthier plant development and higher yields

The machine has been put to the test in our area and has passed with flying colours - for more updates, keep an eye on our blog page and the next Bulletin.





NEW PRODUCT DEVELOPMENT: FLEXI-MULCH

Introducing the next addition to our Trash Management product range – the K-Line Ag Flexi-Mulch! Our new Flexi-Mulch high speed disc is about to be released to the market. With its ability to cut, size and incorporate at a shallow depth very rapidly, it is designed to meet the market which focuses on mulching crop residues.

Let's be clear. The Flexi-Mulch is not to be confused with the Speedtiller, and has been primarily designed for high speed operations in **light** tillage. It has a lower initial cost and less horsepower requirements and is in a class of it's own!

The first unit available to purchase will be a 3 Point Linkage model in 3m configuration – contact our sales team for more information on price and release dates of this unit.



NORTH AMERICAN UPDATE

K-Line Ag USA has had a very busy spring, with active demos in Mississippi, New York, Pennsylvania, Michigan, Montana, and the Dakotas. We have also been spending time in Canada in Alberta and Saskatchewan. The Spring has been challenging in Canada and the east coast, where farmers are struggling to get their crops in due to the extra wet weather. However, in between rainy days, the rental dealers are making good progress and conducting Speedtiller demos all over the countryside.

We are currently preparing for the Regina Farm Progress Show which will kick off the busy farm show season. In August, look out for us at FarmFest in Redwood Falls MN, Empire Farm Days in Senaca Falls NY, Farm Progress Show in Decatur IL - we look forward to seeing you!



A birds eye from our premises at Cavalier, North Dakota (or shall we say, a drone's eye...)

ANNUAL MID-YEAR FACTORY SHUTDOWN

K-Line Ag will be closing for our Annual Mid-Year Factory Shutdown on the 3rd July 2017 and will re-open on the 10th July 2017. There will be no staff available during this period. In order to ensure you have Spare Parts available during our shutdown week, we kindly request that you place any Spare Parts orders by the following dates:

- Bulk orders by 16th June 2017
- Small orders by 27th June 2017

TEAM UPDATE

Welcome to the new employees who have joined our team since the last Bulletin edition - Michael, Jacob and Ben, we're glad to have you on board! And goodbye to Matt who was with us for 8 weeks of work experience.

MEET AN EMPLOYEE!

CAROLYN LARSEN



What do you do at K-Line Ag? My title is "Sales Co-ordinator & Executive Assistant". Basically I support the sales department and Bill Larsen as our sales manager. I also look after a lot of our key dealers for Australia.

What is your favourite part of your job? Talking to customers, and improving and challenging my knowledge of the agricultural market.

What is it about K-Line Ag you enjoy? We have a great culture, with a very supportive management team, we all work pretty well together

If you could travel anywhere in the world, where would you go and why? I have been to a lot of places already, but I love travelling- I would love to travel more of Europe- I love the history in those countries. It also broadens your outlook tremendously!

If you were the Prime Minister of your country for a day, what would you do? Put in more support for the agricultural industry- our government needs to do more for this industry as it's key to our survival

What does true leadership mean to you? It's a person/people who are prepared to work along with their team, but to make a decision to move forward and take whatever comes. They aren't afraid to bear the consequences. They wouldn't give a job to someone that they aren't prepared to do themselves.

Describe your ideal weekend. A weekend spent at the beach, relaxing and enjoying the sun- with no phone!

WHAT OUR CUSTOMERS ARE SAYING

"I purchased a 3m Speedtiller from CMC (Cowra Machinery Centre) 3 years ago and I love it. I know a couple of people who've bought the cheap versions and they bend and cause all sorts of problems. Not much wears out on the K-Line either. I love it, I'm trying to get a mate to buy one at the moment too, he needs one."

Wayne Hobbs, owner of a 3m Speedtiller®

BULLETIN COMPETITION!

Find the missing square! Circle the correct image & return for your chance to win a K-Line Ag cap – your choice of a black baseball cap or orange trucker cap. Limited to 10 entries.

Entries must be submitted by 20th June 2017 by: email: marketing@k-line.net.au | fax: +612 6342 6913



Name: _____ Email: _____

Postal Address: _____

Select your cap preference

- Black baseball cap
- or
- Orange trucker cap

QUOTABLE QUOTE:

Individual commitment to a group effort - that is what makes a team work, a company work, a society work, a civilization work.

Vince Lombardi



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