

“Sustaining farms to sustain the world”

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LETTER FROM THE EDITOR

Dear Readers,

Welcome to the Winter 2017 issue of the K-Line Bulletin! Here's a fun fact to begin with - this is the 23rd edition of the K-Line Bulletin, which has been keeping you in the loop with all the things K-Line since June 2009! And yes, although it's hard to believe, we're at the end of August already. Wow, that's more than half the year gone, and it suddenly makes Christmas not seem all that far away - we have 3 months left to accomplish the goals we set ourselves for 2017!

The weather this winter has been a lot dryer than normal - in fact it has been the driest winter on record for June/July in districts such as Central NSW and SA. Thankfully August has seen a positive turnaround to more normal winter conditions, especially throughout the Southern half of Australia, with many areas receiving very welcome rainfall. Everyone is now looking for a run of wet weather to be set up for

a good spring. The snowfall has been pretty good through the Alpine regions, which should tune up water resources in the southern reservoirs for the coming summer...it sounds crazy but summer is just around the corner!

As the northern hemisphere harvest gains momentum into full swing, cereal prices are yet to be determined. Any early Chickpea crops in the northern districts of Australia look set to reap the benefits of strong export markets and high prices. Due to the dry conditions across Southern Australia, a forecasted drop in wheat supply has caused grain prices to surge. The agricultural industry is still buoyant due to strong lamb, beef and wool prices, along with high water allocations in the rice and cotton districts.

Our Chairman has visited France this month, and has been busily doing Speedtiller® field demonstrations with excellent results. French soil is new ground for the Speedtiller®, it did a beautiful job and was very well received. Watch this space for more updates on the launch of the Speedtiller® in France!



The 2016-17 financial year was the biggest ever in K-Line Ag's 24-year history. With our export market keeping us busy throughout winter, what used to be our 'quiet season' has become 'busy season'...and now 'busy season' is more like 'crazy season'! We would like to extend a thank you to all our clients and stakeholders for your continued support. We know we have had some issues here and there, and with a fast growing company this is somewhat to be expected. But remember, we are first & foremost customer-conscious, and you are our most important asset. If we get it wrong or

we get it right, keep giving us your feedback! There is always room for improvement and your feedback is critical to help us do so.

So thank you all, and stay posted for more updates as we progress throughout the year. Remember to drop us a line if there's anything you'd like to read about in the 24th issue of the K-Line Bulletin (marketing@k-line.net.au) and we'll do our best to include it for you.

That's all for now, keep reading to discover in more detail what's been happening at K-Line this past season.

The Editor

MALLEE MACHINERY FIELD DAYS 2-3rd AUGUST



K-Line Ag attended the Mallee Machinery Field Days at the start of August. It started out very cold and windy, but turned into a beautiful day after lunch. On the second day, we were very happy to receive some much-needed rain! Plenty of people came to the stand to check out the Speedtiller®; we got some great leads and feel confident that we will get a number of sales out of this event.

UPCOMING EVENTS:

AGQUIP FIELD DAYS 22-24th AUG

AgQuip Field Days were first staged at the Gunnedah Riverside Racecourse in August 1973 and are a popular Australian agricultural industry field event, attracting over 100,000 visitors each year. AgQuip is acknowledged as the largest agricultural and rural market place in the country and is also one of the biggest in the world. K-Line will be represented with Leigh Stoddart at stand W-31,32 and will

have a 2.5m Speedtiller and a DR14 Hay Rake on display.

DOWERIN FIELD DAYS 30-31st AUG

The Dowerin GWN7 Machinery Field Days is an agricultural expo located in the Central Wheatbelt of Western Australia. The largest and most successful event of its kind in the state.

This is your opportunity to check out the Speedtiller Powerflex in WA! K-Line Ag will be at Stand 159 with a 9.5m Speedtiller Powerflex on display - we look forward to seeing you there!

NEWDEGATE MACHINERY FIELD DAYS 6-7th SEPT

The iconic event has grown to become one of the most renowned and recognised in the Wheatbelt.

K-Line Ag will be at Newdegate Machinery Field Days on 6-7th September displaying a 9.5m Speedtiller Powerflex at stand 155 - check it out!

HENTY FIELD DAYS 19-21st SEPT

Hosted at its purpose-built site at the Wimmera Events Centre at Longerenong 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.

K-Line will be represented with Cadmac Machinery in Block E, site # 199-202 with a 9.5m Powerflex & more on display!

YORKE PENINSULA FIELD DAYS 26-28th SEPT

With a major focus on agriculture, this event features extensive displays of the latest agricultural machinery and equipment, technology, information and services on a 30-hectare static display site area.

Check out K-Line Ag's stand on 717 Pine Forest Rd, we will have a 2740TCH Trashcutter and a 2912P Powerflex on display!

ELMORE FIELD DAYS 3-5th OCT

The 2017 Elmore Tillage Day is 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 represented at the Field Day by Echuca CIH - they will have a 12.5m Powerflex and a 4m TrackAttack on display!

Precision



ANFD 26-28th OCT

The Australian National Field Days (ANFD) is the oldest annual agricultural exhibition in the country. Established in 1952, the ANFD continues to offer visitors a unique insight into the future of agriculture with the commitment to advancing Australian agriculture.

Cowra & Forbes Machinery Centre will be representing K-Line Ag at Stand L51-53. Watch our social media pages for more details closer to the time.

TAKING MULTI-PURPOSE TO A WHOLE NEW LEVEL!

We market the Speedtiller® as a multi purpose machine. It tills, mulches and levels in one pass. It digs like a disc and finishes like a finishing machine - the only true dual purpose tillage tool. It is perfect for numerous crops and applications - horticulture, viticulture, cereals, corn, cane, green manuring, weed control... the list goes on.

We continue to break new ground & find new uses for this machine, and so do our customers. But this is the first time we've seen it used to take the bins out!! One happy customer sent in this photo recently - the Speedtiller comes in handy for "getting the bins to the road".

Very ingenious Nathan - thanks for sharing this pic & we're glad you're finding it useful in so many ways!



YEP! IT'S ANOTHER NEW SHED...!

Yep...it's yet another new shed in the making! K-Line Ag is continuing to grow, and so is our shed space so we can keep up! This new shed behind our existing assembly shed is scheduled for full completion by mid September 2017.



THE LEAN JOURNEY

Continuous improvement at K-Line Ag not only applies to the research & development of agricultural equipment, but also to the internal systems, material flows and everyday processes that actually produce our world class products.

K-Line has engaged the professional services of Fortunity Training (a Lean consulting firm) to ensure we receive top level coaching and support, to develop and sustain Lean Manufacturing, and ultimately create the right culture for K-Line to live and breathe continuous improvement for many years to come. At K-Line Ag, Continuous Improvement is a journey, not a destination!



QUOTABLE QUOTE

"Design has allowed us to stand out; to look different and show that difference boldly."

- Joe Mansueto

K-LINE RESELLER CONFERENCE 2017 'INNOVATIONS IN AGRICULTURE'



Trash Management and Speedtiller Resellers descended on K-Line Ag early August for an introduction of new model machinery. The day was of great benefit with each one sharing successes in current industries.

Thank you to those who attended, we enjoyed meeting you and discussing the current needs in the market.

PHOTO OF THE SEASON



True Broadacre Tillage – Speedtiller Powerflex , Merredin WA



As our business grows, we continue to develop global-leading machinery that meets the demands of sustainable farmers and producers. To do this we need people. People who are excellent team players, focused, always willing to learn and who care about others. As we grow, we are continuing to open up more job positions throughout our company.

Are you an organised person who pays attention to detail? Maybe our most recent position might just be for you, because we are currently on the lookout for a Production Scheduler. So, are you interested? Are you willing to join the enthusiastic team at K-Line Ag? If so, please submit your application on our careers page: <http://www.k-line.net.au/careers/>, and we'll be in touch!



NORTH AMERICAN UPDATE

As summer draws to a close in North America, we are gearing up for a busy tillage season! Most wheat growing areas are harvesting at the moment, so tillage is just around the corner. Our sales team have been travelling far and wide visiting and exhibiting our machinery at the key agriculture shows across the country, so with all the new interest gained from these shows, this season is looking very positive.

View our interactive calendar online to see all the shows we'll be at! You can download to your calendar so you don't miss the event, view directions to the venue, and find our stand or booth number so you can easily find us.



This summer has seen a huge variety of weather conditions across the country. While the Great Lakes region has been swamped with rain throughout spring and summer, Western parts of ND, SD, Montana, Iowa & Nebraska are experiencing very dry conditions. Western Canada has also experienced excessive heat, causing moderate damage to the regions cool climate crops such as spring wheat & canola. The midwest has enjoyed much more moderate weather & their crops are looking good, especially in the central midwestern region

Read on for more details on all the Ag shows this season! If you haven't thought about your fall tillage needs yet, now is your chance to come and take a look at the Speedtiller® - it's the best machine of its kind on the market!

The Trashcutter has arrived in North America and we are hoping to run it in the field after the ND wheat harvest.



PAST EVENTS:

WISCONSIN FARM TECHNOLOGY DAYS- JULY 11-13th (ALGOMA, WI)

We attended The Wisconsin Farm Technology days with Eisentraut Ag, our new dealer in WI. This is the largest agricultural show in the state, a 3-day outdoor event up in

the dairy country. We had a 31ft Speedtiller Powerflex on display, which generated a lot of interest - over the next few months we have a lot of demos lined up for prospective clients



AG IN MOTION SHOW - JULY 18-20th (SASKATOON, SK)

The Ag in Motion Show was a great success! We attended this year with Flaman Group, and successfully demonstrated a 41ft Powerflex. The weather was perfect & the demo was great, attracting a large audience. On Friday we all enjoyed the dealer training day, until we were rained out!



MINNESOTA FARMFEST - AUG 1-3rd (REDWOOD FALLS, MN)

This show was hot! Although this show seemed to have landed in the middle of a Minnesota heatwave, we had excellent traffic & good interest in our Speedtiller Powerflex on display at the Farmfest show!



EMPIRE FARM DAYS - AUG 8-10th (SENECA FALLS, NY)

We had a presence at Empire Farm Days, the largest outdoor tradeshow in North Eastern USA, with Rangeline Group, our dealer in New York State. We did some great demos with a 25ft trailing Speedtiller and a 3 point linkage machine with a caddy. The demos were very well recieved and we finished the work in the field for the show afterwards!





MEET AN EMPLOYEE!

THOMAS DEWHURST



What do you do at K-Line Ag?

I design and model the implements that we manufacture.

What is the most interesting part of your job?

Seeing a new implement go from concept to finished product is always rewarding.

How do you define success?

Success is the ability of a person or business to move through a challenge and be stronger for it.

What makes you angry?

I wouldn't say I get angry very often, but I get frustrated by inefficiency. (I know, very engineer of me.)

What's the best advice you have been given?

I was always told "there's no such thing as can't". Which to me means there's always a solution no matter how difficult the problem. You've just got to find it.

THAT'S WHAT THEY SAID!

"After investigating different Speedtillers, I settled on K-Line after looking and trying out a demo machine. I liked the strength and durability of the machine to handle our conditions, we do have some rocks. K-Line were very helpful with me and some of my minor problems. They are very innovative and always asking for input on improvements.

David Howard - K-Line 8.5m Trailing Unit Folding Wings Speedtiller

"Have only used for 50hecs - very happy. Tractor slightly under powered but good John Deere 8100, 11th gear 2150rpm, 11.3km/h digging about 140mm. 190hp. Extremely well-built & Designed. Leaves very nice level finish.

Ian Shepherdson - K-Line 4.5m Speedtiller

USELESS FACT

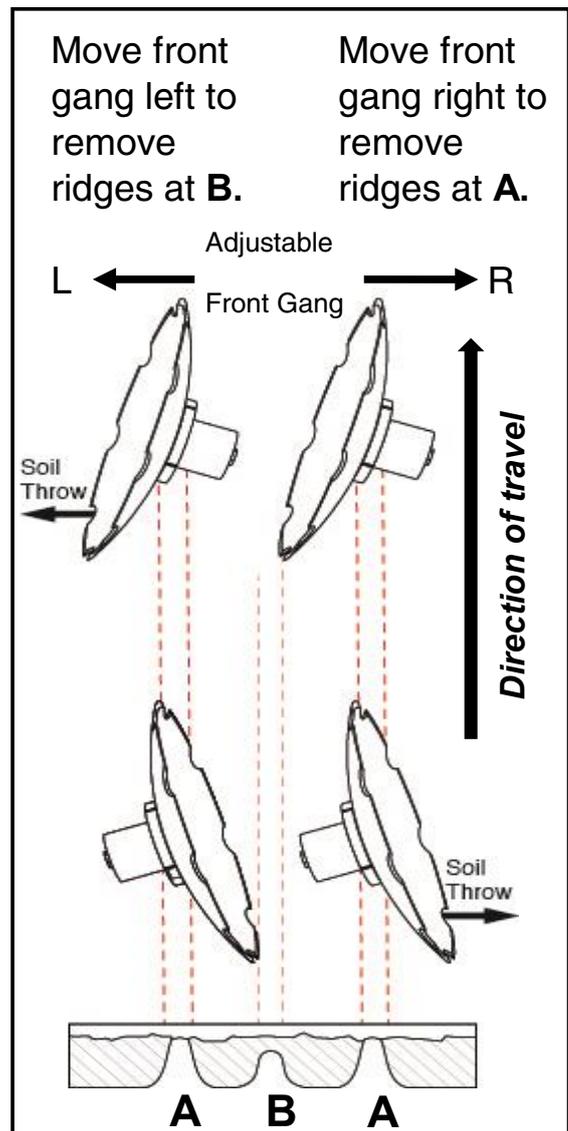
THE AVERAGE PERSON SPENDS SIX MONTHS OF THEIR LIFETIME WAITING FOR A RED LIGHT TO TURN GREEN.



SETUP IS KEY!

THE BETTER THE SETUP - BETTER THE JOB!

Call the friendly sales team at K-Line Ag on 1800 194 131 to ensure your Speedtiller® is setup correctly! They will be willing to run through it with you on the phone - check out the attached document for more information on the setup of your K-Line Speedtiller®.



TEAM UPDATE

K-Line Ag would like to welcome our new employees Geoff Wilton (Sales & Administration Assistant), Katie Kerr (Administration Assistant) & Michael Brown (Production Fabricator) who have joined the team since the last Bulletin edition. We're glad to have you on board Geoff, Katie and Michael!

Bulletin Competition

Find-A-Word

Fill in the blanks in the words below, then find them in the Find-A-Word for your chance to win a K-Line goodie bag!
 Entries must be submitted by 20 September 2017 by email (marketing@k-line.net.au) or fax (+612 6342 6913)

Note - the words below all have to do with agriculture and they can be found in all directions so look carefully!

Q	A	I	M	P	R	O	V	E	M	E	N	T	S
S	N	I	A	R	A	I	S	S	E	S	D	I	A
R	A	I	C	G	G	U	C	A	R	B	O	N	L
R	P	F	H	O	R	U	S	S	O	B	O	E	K
E	S	O	I	L	T	I	L	L	A	G	E	S	C
L	S	U	N	S	D	A	C	O	R	C	I	L	O
L	T	M	E	I	N	I	N	U	K	B	K	N	D
I	A	R	R	O	C	A	N	O	L	A	C	E	D
T	H	A	Y	S	I	S	R	U	A	T	O	G	A
D	L	F	K	D	L	R	E	O	N	W	U	O	P
E	R	O	S	I	O	N	T	R	D	I	L	R	U
E	P	R	I	P	P	I	N	G	R	U	T	T	E
P	O	R	C	O	U	Q	I	S	I	L	E	I	A
S	P	Q	U	A	S	O	W	G	I	A	R	N	P

- | | | | | |
|--------------|-----------|----------|-----------|------------|
| MACH_____ | SOI_ | LAN_ | WINT__ | IMPRO_____ |
| HA_ | CRO_ | PADDO__ | RAI_ | COUL____ |
| AGRICULT____ | SPEE_____ | FA__ | TILL____ | CAN____ |
| CAR____ | RIPP____ | EROS____ | NITR_____ | TIN__ |

Name: _____ Age: _____ Email: _____

PostalAddress: _____

A big Congratulations to the winners of last season's Bulletin Competition. Graeme Hicks, Kath Taylor, Matthew Pattie, Lucy Steer, Charlie Kimber, Bradley Murphy, Jim Wendt, Peter Burford, Rob Johnston, Sonya Sherriff & Mr M A Challans!

Each winner received a hat of their choice. Well Done!



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