

# THE **DUNCAN REPORT** AUTUMN 2007

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**DUNCAN DUAL BOX ECOSEEDER**



**DUNCAN AG**

*Built to work.*

# **WELCOME** *to another year and the Autumn edition of The Duncan Report*

Both the markets in New Zealand and Australia, and therefore Duncan Ag, went through a challenging 2006, but now we're looking to the future with confidence. Some new products will be introduced this year – one of which – the Duncan Dual Box Eco-seeder – is featured in this newsletter. Since the recent rainfall, we are seeing a return of some confidence to both the Australian and New Zealand markets. We anticipated this, and have continued to manufacture Duncan products in readiness.

*Craig McIsaac, General Manager*

## **Duncan Kouga Ford Visit**

On a recent visit to Duncan Ag's head office, management from Kouga Farm Machinery Pty Ltd, the South African importer and distributor for Duncan Ag products, inspected the new Duncan Eco Seeder. They view it as a specialist tool which will be used in the future for seeding programmes as yet to be developed, and expressed satisfaction with our products and product range.

"They have achieved good sales to date," says Duncan Ag's New Zealand Sales Manager, Bryan Jarvie, "and the company is selling our products with confidence. They recognise our construction process is aimed at providing machinery that delivers a long working life with minimum maintenance."

Bryan also mentioned that the Kouga management team also spent time at Robertson Machinery in Hinds, as the company also import and distribute this brand in South Africa.



Duncan Renovator MK3 working in South Africa.

## **Duncan South Africa Visit**

Bryan Jarvie says his recent visit to South African dealerships was worthwhile and resulted in some spectacular results.

"One dairy farmer who had recently purchased a Duncan Renovator Mk3 direct drill says it has changed his seeding programme and he has now doubled his production." He says the Duncan Ag name has become an industry standard amongst the farming sector – synonymous with reliability; is operator friendly, and is quality machinery that offers a long life.

## **New Staff Appointments**



Grant Thompson



Steve Gent



Steve Tidy



Sathish Nadikudi

**Grant Thompson** has been appointed to the role of North Island Area Manager, based near Hamilton, and reporting directly to head office at Timaru.

General Manager Craig McIsaac says, "...we are pleased to have Grant join us. He is a skilled practitioner in all things mechanical and understands the necessity for service and reliability of our farm implements."

In Melbourne, Duncan Ag has appointed **Steve Gent** to the position of Warehouse Manager, with responsibility for the preparation and delivery of Duncan machinery Australia-wide. Sales Manager Anthony White says the importance of dealer support and customer service from the warehouse is vitally important and is pleased to welcome Steve to the team at Duncan Ag. "He appreciates the need for prompt service and backup of spare parts delivery, as well as the significance of machine reliability."

**Steve Tidy** comes to Duncan Ag with the practical experience of an engineering apprenticeship followed by a degree in Mechanical Engineering from Portsmouth, UK. Specialising in design work, he complements Duncan Ag's PED team, utilising the latest in CAD and engineering computer programmes to provide concept or working drawings for machine modification or prototype details with others in the production environment.

Joining Steve in the design department, **Sathish Nadikudi** gained his Mechanical Engineering degree in 1997 from his home university in India. He says that CAD programmes enable him and Steve to reduce development time by identifying and addressing issues before costly production time is incurred.

## **Duncan Europe Visit**

In October, Duncan Ag executives from both New Zealand and Australia visited the UK and France to review new products from the Northern Hemisphere.

"We were impressed with the new disc-harrows being produced in a factory recently purchased by Gregoire Besson, and we now offer these products to farmers and contractors within New Zealand and Australia," says Bryan Jarvie. Anthony White, Australian Sales Manager, saw a lot of development carried out by Gregoire Besson on implements being introduced to Russia. "We saw 10m discs being manufactured which fold to meet international road regulations, and we believe these units will be particularly appropriate for the large-scale farming communities in Australia."



European Trip (Left – Right), Olivier Retailleau, Disc Factory Manager. Bryan Jarvie, Duncan Ag NZ Sales Manager. Anthony White, Duncan Ag Australian Sales Manager. Jef Lebrun, Gregoire-Besson Service Manager. Craig McIsaac, Duncan Ag General Manager. Edouard Patin, Gregoire-Besson Export Manager.

## **FEATURE MACHINE: Duncan GB Discordon DXNII**



Narrower than the conventional Duncan GB Discordon, the DXNII model gives contractors and large-scale farmers a robust implement with a big heart for a low capital cost. Combining discs, tines, discs and roller to turn farmland into seedbeds in a single pass, the DXNII follows on from the well-known Duncan range of GB discs and ploughs.

“The DXNII model Discordon is 3.2m wide, requiring no hydraulic folding gear, but at 4 tonnes, weighs in as a serious contender for big work,”

says Bryan Jarvie. “The ripper tines and optional disc blade configuration continues the Duncan GB Discordon principle of matching the machinery to the moment.”

The front disc gangs chop, cut and crush residue, and mix it into the soil. The lower draft tines feature hydraulic auto-reset and ensures the soil just below the discing depth is left in an ideal condition, allowing surplus water to drain through and permit root development for the following crop. The tines are able to work up to 20cm (or 8 inches) under the discing depth. Rear disc gangs adjust to provide the perfect working angle for soil inversion, cutting, mixing and burying of weeds and trash, leaving a level finish. The rear roller contributes to leveling and consolidating the surface to limit evaporation, maintain the necessary moisture for seed germination, and produce the correct conditions for crop residue decomposition. Heavy-duty bearings throughout are a reliable indication of a truly rugged but sophisticated farm implement.

**Tec Specs: DNX II 666/24 • Working width: 3.20m • Heavy duty frame • 5 tines protected by hydraulic auto reset • Triple sealed bearings • Bearing protection plates • Optional disc configurations • Emopak rear roller**

## **FEATURE MACHINE: Duncan New EcoSeeder Dual Box**

New from Duncan Ag is the 16-Run Duncan EcoSeeder Dual Box, featuring a dual configuration seed/fertiliser bin with outlets on both sides of the bin.

“It’s an advancement on the single box offered on the original EcoSeeder launched in the marketplace a year ago, and continues to be the excellent entry-level direct drill for farmers,” says General Manager Craig McIsaac. The Dual Box Duncan Eco-Seeder provides the traditional Duncan benefits of ease of calibration and accuracy; and maintains the 25mm coil tines and “T boot” assembly complete with Ni-Hard cast points and leading edge tungsten tile that’s proven to be so effective on the Duncan Renovator. For convenient loading, the dual box features a single large lid that opens fully to provide easy access.

“We offer the Duncan EcoSeeder Dual Box as a trailing or three-point linkage machine and disc openers are an option,” McIsaac says. “The new Duncan EcoSeeder Dual Box is planned to replace the 15 run two-bar frame Duncan



Linkage Renovator. Being three-bar construction it offers better trash flow, and the new 16 run Duncan EcoSeeder Dual Box is stronger, more productive, and more competitively priced than the Linkage Renovator.”

## **Duncan Quicke Workshop**

Twenty-five dealer personnel attended a special Quicke Workshop at Duncan Ag’s Head Office at Washdyke in September. Kenneth Granberg (Area Sales Manager) and Bo Vikstrom (Technical Support), travelled from Sweden to provide the latest information on Quicke’s development of new products and accessories.

“Quicke is the world’s largest loader manufacturer,” says Craig McIsaac. “They plan to raise their production from the present 28,000 units to 33,000 units and were here to explain the versatility of their many models, along with introducing their new QD series loader.”

The Quicke QD is uniquely constructed and offers improved visibility and hitch/unhitch features, along with a coloured Q-Link on the self-leveling loaders that enables it to match most tractors.

“Along with the improved visibility and operator friendliness there is an increasing awareness of the benefit that Quicke’s Soft Drive option offers. The working principle of the Soft Drive is to cushion the stress levels on the loader, tractor and operator when in transport. This is achieved through nitrogen-filled accumulators” says Bryan Jarvie.

Quicke leads the way in design and development, with models suitable for most tractors. “This is why Duncan Ag provides Quicke loaders to

customers with confidence. They produce loaders to suit tractors ranging from 50-300hp and they are the OEM supplier to some of the world’s largest tractor manufacturers.”

He adds that the wide range of accessories associated with Quicke is important to New Zealand and Australian farmers, with the loader providing versatility for both small and large-scale farming practices.



**Kenneth Granberg, ALO Area Sales Manager, explaining features of the QD series loader.**

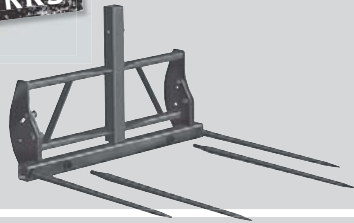
**STOCK  
CLEARANCE**

# QUICKE SURPLUS

THERE ARE HUGE SAVINGS TO BE MADE ON THE FOLLOWING SHOP SOILED QUICKE IMPLEMENTS.

## FOLDING BALE FORKS

- 1400mm 2 tine
- 1900mm 5 tine



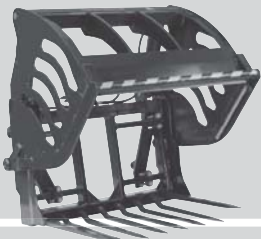
## SILAGE FORKS

- 1300mm 7 tine
- 1500mm 8 tine
- 1700mm 9 tine
- 1900mm 10 tine
- 2300mm 12 tine



## SILOCUT

- 1100mm 9 tine
- 1500mm 13 tine



## MULTIGRAB

- 1500mm



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FOR PRICING AND DETAILS.**

**SPECIAL**

# DUNCAN GB PSPW PLOUGH

THE DUNCAN GB PSPW PLOUGH SERIES IS DESIGNED WITH EASE OF USE, STRENGTH AND MANOEUVRABILITY IN MIND.



- 5 or 6 furrow models available
- Hydraulic auto reset
- Hydraulic vari-width
- Operating widths from 5" to 20"
- Steerable rear wheel
- On land kit available
- Rear coulter
- Suitable for tractors up to 350hp

**CONTACT YOUR DUNCAN GB DEALER  
FOR PRICING.**

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