

July 2016

In this issue...

- What's new from John Deere?
- Photos of new machine handovers
- Exciting times ahead for Pringles Crouch
- New partnership Parker hydraulic hose & John Deere



'Game of Drones' The DJI Phantom 4 takes a stunning photo! Thanks Todd Orrock (Orrock Farming Murraytown) for some more really good pics.

Todd says on twitter "Bit of fun today @PringlesCrouch Demo thanks. Great to see 10" compared to 12". Cracker day!"

Exciting times ahead, Pringles Crouch is absolutely committed to being the best we possibly can be in business and will always strive to deliver the best possible service and support to our clients. Over recent months we have been planning and now implementing a variety of changes to our business structure.



These plans include adding more resources to our service departments through extra apprentices, technicians and coaching for managers and service administrators to stream line work flow and scheduling.

The company now employs 47 technicians & apprentices throughout our branches, amongst these techs there is a variety of specialist skills that we utilise throughout our network depending on the needs at the time.

The task of managing up to \$3M dollars in parts inventory spread over 5 branches is challenging enough let alone having the right part at the right time for our customer needs, to assist in improving this we are in the process of employing a parts professional who can assist us to manage our parts inventory more effectively and efficiently.

Many would now be aware we have established a new department within the business, to be known as Insight Ag Solutions. Their task will be to provide and demonstrate premium precision ag systems and solutions to our clients through advanced John Deere technology and other premium solution companies. This department is headed up by Lindsay Crouch with a team of 3 supporting the goals in various roles.

The recent changes in staffing (you can read about this on opposite page) has been quite deliberate in our attempts to ensure our business is well placed to meet the demands of modern day farming and to recognise the importance of a sound partnership between Pringles Crouch and growers.

Rick DuBois



Cleve Golf Open 2016
Results & pics on our web blog

Mark these dates in your diary!

Eyre Peninsula Field Days Cleve
Aug 9, 10, 11

Visit our site at the Field Days for...

Product information sessions

Field Day Only Specials

And the Latest from John Deere, Bourgault, Coolman & Croplands products!



The John Deere – Parker advantage

Parker are a well-recognised name for reliable, high performance hydraulic hoses. Due to a recent partnership between John Deere and Parker Hannafin, Parker hydraulic hose technology is now available through most of our dealerships.

We have installed the latest in hose technology equipment and now have the ability to fabricate hydraulic hoses to your specifications. We have a range of fittings and hose, not only those specifically for your John Deere machines but to suit a wide range of machines, vehicles and implements.

Ask your local parts department for more information.



What's New from John Deere?

John Deere recently released a new SF6000 receiver to deliver improved accuracy with a full range of differential correction levels from SF1 up to premium RTK. The new SF6000 offers a new SF3 correction level with 40% better pass to pass accuracy.

The SF6000 offers greater accuracy for customers with geographic challenges such as hilly terrain unable to be covered by existing RTK networks. While it doesn't replace RTK, it will offer accuracy close to current RTK capabilities where RTK is not available.

The receiver has been redesigned with a new look, but has same mounting bracket and wiring harness for simple changeover. Also available is an optional locking attachment for added security. Call the Insight Ag Solutions team for more information.

Also released is an updated 76 foot seeding bar, with a host of new features including increased rank to rank spacing to improve residue clearance, a floating hitch for improved ground following capability, greaseless bushings for simpler and faster maintenance and independent hydraulic controls for accurate seed placement control. See your local sales consultants if you are interested to hear more.



Did you know?

In light of (the Pinery) recent fire events, it has come to our attention that activations need to be itemised on your insurance policy with their values listed. Given activations are not a physically tangible product, it is important to keep good records in regards to what activations are on your displays and receivers, and record the serial numbers of these products.

It is a good policy to insure your screens and receivers separately and include the value of the activations. Please be aware that John Deere WILL NOT warrant activations in the event that a receiver or display is destroyed by fire, they will be required to be repurchased as part of any insurance claim (without proof of purchase in the form of an insurance policy). If you need any further clarification, please speak to Lindsay, Clint or Jess.



Working toward a better customer experience

You may have noticed some changes in our senior staff positions over the last few months. For some time we have felt that we could improve our management structure to better manage our internal processes.

More importantly we wanted to create options for those of our staff with specialist skills, or longstanding industry knowledge so they could be released from administrative tasks and allow them to focus their efforts to achieve greater outcomes for you, our customers.

We believe that the changes we have made will fully utilise the existing knowledge and skills of our staff.

This has been evidenced by the changes already underway with Craig Shearer taking up the role of branch manager at Crystal Brook late last year, freeing Lindsay Crouch to focus on the fast-paced changes in agricultural technology. Lindsay is now head of our precision ag team who are developing innovative ways to provide support to farm agronomic practices.

The close geographic locations of Cleve and Kimba are unique in our group allowing us the opportunity to appoint a manager in charge of both branches. Patrick James-Boylan has begun in this role, which will be much more administrative than previously. Pat comes to us with a wealth of experience gained during the 13 years he ran his own business, and the following 10 years as project manager overseeing large construction projects. Having grown up on his family farm at Wudinna he is returning to his Eyre Peninsula home base.

The appointment of Pat as branch manager for Cleve/Kimba has created an opportunity to refocus the skills and local knowledge of Steven Westhoff in the parts and service area for Kimba. Steve is a familiar face in Kimba and he has a broad knowledge of

the needs of both farmers and non farmers alike for machinery and smaller vehicle servicing and parts supply.

The Cleve/Kimba team will be complemented by the farming knowledge of Jimmy Llewelyn who has taken up a salesperson role. His background gives him practical knowledge so he can consult with farmers and advise on the latest and most appropriate products for them.

Darren Rule, a Cummins local has taken up the recently vacated position of branch manager at Cummins. During his time as a development superintendent in the mining industry, Darren has developed skills that will hold him in good stead for his new position. And, as qualified agronomist with 15 years' experience, especially in the Lower EP region he will have a clear understanding of the challenges facing today's farmers.

Darren will lead a revitalised branch management team comprising Justin Duncan (service manager), Kym Spackman (parts manager) and Stacey Leech in administration. Justin is a Cummins local with wide experience in the ag industry who will be able to utilise his technical expertise and product knowledge to optimise customer service and support. He will be supported by Nick Mickan who is taking on a leadership role amongst the technical staff where his outstanding diagnostic and problem solving skills will be invaluable.

Our ultimate goal is to deliver better service to our customers. As farming continues to become more reliant on technology and technological outcomes, we feel it is important to be responsive to these changes.

We are confident that these appointments will assist in building branch teams that can partner and support the farming communities that we are proud to be a part of.

Taking Delivery



Pictured is Alan Hams (Whyte Yarcowie) taking delivery of his new John Deere 9420R tractor with Crystal Brook Sales Consultant Dean Lawler.

Handover Day



Cummins Sales Consultant Tommy Fox delivering the John Deere 8370RT to Trent Haeusler (Cummins) which he will put onto his John Deere 1890 Disc and 1910 air cart.

Brand New



New Bourgault 3320QDA coupled up to a 6550 and John Deere 9510R.

Oil deal til July 15

Too good to miss! Purchase a 205 L drum of Plus-50™ II Premium Engine Oil, and receive a BONUS* 20 L cube of Hy-Gard™ Hydraulic and Transmission Oil.

Hurry! Offer ends 15 July, 2016.



Croplands tour

Number 1 in Australia!



Congratulations Malcolm Hill our Senior Car Technician at Crystal Brook, who is at Number 1 for his grade in the National Rifle Association National Rankings.

He has been involved in competitive rifle shooting for close to 10 years - with his 'accuracy' and 'commitment' why would you get your vehicle serviced anywhere else in the Mid North?



Visiting the Croplands HQ, factory & LCP Parts distribution centre in Adelaide are Brock, Dean, Anthony & Craig from our Crystal Brook branch, Luke Wormald from Croplands and one of our customers, Dale.

They were all impressed with the product support & parts stock that can be provided from the SA outlet and through the Pringles Crouch network.

World Class Products available at Pringles Crouch



Croplands Spray Equipment



Holden Authorised Service (available at selected branches)



John Deere agricultural, commercial & residential



Coolamon Steelworks Mother Bins & Chaser Bins



Bourgault Precision Seeding Solutions



R4045 now with 6000L tank option

Demonstration Seeders (hydraulic & spring tyne), Aircarts & SP sprayers ready for immediate delivery

Deere Sighting

We are on the hunt for 'Deere'. Send a picture of a John Deere you have spotted to mphillips@pringlesagplus.com.au or use the hashtag #DeereSighting @ PringlesCrouch



Through the fog... Belalie East Demo 9420R, 1910 air cart, 1870 Conserva Pak.



The Grocke Boys (Kyancutta) getting ready for seeding 2016.



Demo R4045... Good test for ride and boom track at Ungarra

Testing how well the boom height sensors work and the ride in hilly terrain.



Nice drop of rain in the Mangalo Hills. Chance for Joel Nield to try out the John Deere 1910 aircart/1830 bar combo.