

FARM FORUM

VOLUME 12 - 2011

With the compliments of your local Case IH dealer



dream a little



WELCOME

Welcome to the first edition of our new look Case IH New Zealand Farm Forum. Again we have a lot of new information to share with you about some of our latest products, further dealership changes, positive outlooks in sheep / beef / arable and dairy and a quick look back at what has happened since our last edition.

Nothing has captivated the nation's attention more than the earthquake in Christchurch on 22 February. We thought that the September one was bad enough, but little did we know and this time unfortunately it took a lot of human lives. With only 4 million people in this country, just about all of us know of someone who has been affected by this natural disaster, so we all have been touched by it.

In our Case IH network we have also been affected by the unfortunate passing of Patrick Coupe

during this earthquake. Patrick was at his work in the PGC building at the time of the quake. Patrick was a valuable member of our Case IH Finance team, responsible for supporting our South Island and Lower North Island dealer network and he will be sorely missed.

In the New Zealand agricultural scene, we are experiencing good times. Commodity prices are strong, productions have generally been good and the outlook, especially for dairy, is very positive. At the same time the sheep and beef farmers are finally getting better prices at the gate, which brings some welcome relief after years of depressed production and price conditions.

At Case IH we are not standing still either. In a few months the first of our new generation Magnum and Steiger tractors will arrive on New Zealand soil, bringing with them impressive

productivity increases, fuel efficiencies and improved operator environment. Both models will be discussed in this Farm Forum.

On the dealership front, Case IH NZ and Giltrap Agrizone have worked through a process of further improving representation in the Waikato market and as a result the owner, Mr. Andrew Giltrap, decided in January to convert his Otorohanga New Holland dealership to Case IH. You can read more about this change in this edition.

As usual, I do ask you to give us feedback on our Farm Forum. We always look for ways to improve and your comments are invaluable to us.

Please enjoy.

Frans Onland
Operations Manager
Case IH NZ Operations



JXU demonstration at Ag in Action - February 2011

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DROP US A LINE

Do you have a comment on the magazine or a suggestion for a story? If so we'd love to hear from you. Please write to us at:

Case IH Farm Forum

Freepost 255

P O Box 1265

Palmerston North

or email us at: farmforum@caseih.co.nz



NEW GENERATION

MAGNUM TRACTORS 2011

235 TO 340 ENGINE HORSEPOWER.



For 2011 and beyond, the Magnum tractor continues the Case IH tradition that began with the 7100 Series more than 20 years ago by "Building the Best" with customer needs in mind... building tractors that exceed customer expectations. Listed in this article are some of the key features of this new generation of Magnum tractors that are most appreciated by farmers and contractors.

Operator Environment

- Industry-leading cab for comfort during long hours in the field.
- Cab suspension provides smooth, comfortable ride for field and road.
- Ergonomic MultiController™ Armrest with AFS Pro™ 700 means no wasted motion.

State-of-the-art MultiControl Armrest

The MultiController™ Armrest currently used in the LWB Puma® is now standard on the Magnum 235-340 tractors. The MultiController™ armrest panel brings innovative functionality for easy operation of all tractor functions. The MultiController™ armrest moves with the seat, providing access to all tractor controls as the seat rotates, allowing the operator to watch and control the implement at work.

**MultiController™ Handle**

The MultiController™ handle places the controls operators use 85-90% of the time in one hand. Previously, the operator would have to move the right hand from the throttle, but this is no longer the case.

Now, the operator can control tractor direction, speed, gear changes, hitch and hydraulic valve operation using the MultiController™ handle, providing unprecedented operator convenience.

Instead of searching around for these functions on a console, the operator can stay focused on the task, which translates to more productivity, less fatigue and stress and ultimately, an improved bottom line!

**Power and Productivity**

- Most engine power growth (up to 14% HP) and boost handle tough conditions.
- Most hydraulic flow in the industry (up to 282 lpm) provides top productivity.
- Industry's tightest turning radius for end-of-row productivity.

MAGNUM 235-340 SPECIFICATIONS

MAGNUM MODEL	ENGINE	TURBOCHARGER	RATED PTO HP @ 2000 RPM	RATED ENGINE HP @ 2000 RPM	MAXIMUM ENGINE HP WITH POWER BOOST*
340	Case IH 8.7L	Wastegate	280	335	390
315	Case IH 8.7L	Wastegate	255	307	360
290	Case IH 8.7L	Wastegate	230	280	330
260	Case IH 8.7L	Wastegate	205	253	300
235	Case IH 8.7L	Wastegate	185	232	275

Note:- Imperial HP values stated.

Power boost available during mobile PTO/hydraulics operation, or 16th gear & higher.

Intuitive Innovation

Case IH innovation is born in the field, not in the board room. That's why Case IH tractors offer real, customer-developed innovation that delivers meaningful, easy to use performance advantages.

- Diesel Saver™ Auto Productivity Management (APM) for up to 24% fuel savings.
- AFS AccuGuide™ Autoguidance available completely factory-installed.
- Ground-level maintenance access.

Bronze, Silver and Gold Magnums

In our previous Farm Forum we discussed Case IH offering farmers three different levels of specifications for their product range. What this means for the customer is that they can choose what is most suitable to their operation and this is reflected in the purchase price.

A tractor specified to a bronze standard will suit value driven customers who are seeking the lowest dollar per horsepower investment.

The silver option is for custom-

ers who are more feature driven and who are seeking more benefits in fuel economy or productivity.

Gold stands for machines that have the full range of features to achieve high output and comfort. Gold models suit contractors and large owner operators.

If you are thinking about purchasing one of these new generation Magnums, be sure to talk to your local Case IH dealer and discuss your requirements.

HIGH COUNTRY

ASSIGNMENT FOR PUMA CVT

A reliable hard-working tractor is critical for Andrew, Karen and Sam Simpson, who have a long winter feeding programme to maintain on their South Island high-country station. They recently bought a new Case IH Puma 165 CVT tractor for use on Balmoral Station, their 10,000 hectare property at Lake Tekapo. The station runs 5000 Merino sheep, 400 stud Merino ewes and 200 deer. The Simpsons also have consent to plant 900 hectares of forest, and they plant 20 hectares annually. They also do 50-60 hectares of cropping each year.

They've previously owned two Case IH tractors and like the reliability of the brand. The Puma 165 is replacing a CVX170. "The new tractor is 165hp, which is a little smaller than the CVX170. It's about the right size for us and has all the features that we require," Andrew says.

He particularly likes the continuously variable transmission on the well-appointed Puma 165. Puma CVT tractors are built on the proven experience of more

than 10 years of CVT transmission design that delivers the maximum amount of power to the ground for primary tillage, cultivation, drilling and transport. "The transmission is one of the key things that brought us to this tractor. We'll use it for our winter feeding, as well as all our general ag work for cropping. It will also be used to make hay and baleage," Andrew says.

"It's a reliable tractor for feeding out in the winter. We get a lot of snow where we are, being one of the highest homesteads in New Zealand. Some years we're feeding out for up to 150 days, although it's normally a 120-130 day feeding programme."

The Puma 165 also pushes a snow plough, which is mounted on front. "It's pretty important that we get around in the winter to feed all the stock. Last winter we were feeding on snow pads for 80 days, so it's very important that we get to them. I believe this new tractor will give us the reliability that we require. Reliability is key for us."

Case IH's Puma 165 CVT features an advanced ergonomic control layout, with the latest MultiController™ armrest and A-post instrument panel, making the tractor extremely easy to use.

Puma CVT tractors are built with high-performance Case IH engines to deliver a reliable source of power. High-pressure common rail diesel technology combined with electronic fuel management ensures cost-effective operation for all farming applications.

Andrew and Karen purchased the new tractor from Redline Tractors in Timaru. Andrew says they have always received excellent service from them.

In addition to their farming ventures, the Simpsons manufacture exclusive Merino clothing under their Mini Merino brand and are involved in developing a subdivision and nine-hole golf course around Lake Tekapo.



(From left) Andrew, Karen and Sam Simpson with the Puma 165 CVT

RED TRACTOR NUMBERS GROW WITH GILTRAP AGRIZONE ON THE CASE

Farm machinery dealers don't often change brands. Allegiances and customers are built up over time, and that is not something to give up lightly. Andrew Giltrap has made a switch, however, giving up his long-standing New Holland agency to sell and service Case IH in the central Waikato.

Giltrap Farm Machinery Ltd in Otorohanga was a New Holland and Fiat agent for decades. Its roots went back to Giltrap Engineering, formed in 1959. Since 2001 it has operated from a purpose-built facility that provides maximum efficiency for staff and customers. It has a good display of stock and holds a million dollars worth of parts.

In 2009 Andrew bought the Cambridge Case IH dealership, Ross Todd Motors. He renamed it

Giltrap AgriZone. His initial plan was to keep the two franchises separate, and for a year and a half he did so. After seeing the interest in the big red tractors and doing lots of talking, thinking and number crunching, Andrew made the call to focus solely on Case IH.

On February 7th he hosted an open night to announce the change, which includes making the Otorohanga facility a second branch of Giltrap AgriZone. The event drew 200 people.

"I made the switch for a number of reasons," Andrew says. "One is I like the build quality and finish of Case IH machines. Tractors made at the Case IH plant in St Valentin, Austria are excellent machines. Also, at the Cambridge branch we saw that many people have very strong

attachments to the Case IH heritage. We could see that with high horsepower Magnums in our yard our salespeople have the ability to compete with certain brands that we could not match with New Holland."

With its two dealerships, Giltrap AgriZone now covers about 75 percent of the Waikato for Case IH. Case IH NZ Operations Manager Frans Onland is delighted to have Andrew solely focused on selling red tractors. He says the brand has made massive strides in the region since Andrew has taken it on. "Giltrap AgriZone has made a huge difference to Case IH's market share in Waikato and nationally," Frans says. "We have more than doubled sales in Waikato."

Andrew says he is passionate about business; not just selling



The Otorohanga open day

tractors but achieving customer satisfaction. "I value the loyalty and the relationships. Mutual respect and working together with our customers are core values of the business. We have built it up over a long time. It's about taking responsibility for issues and making things happen."

Giltrap AgriZone employs 50 staff, seven of whom are roving technicians who respond to breakdowns any time of day or night. The company's technicians service customers as far afield as Rotorua and Taupo. "Our technicians are not just mechanics. They have to be an electrical expert, a computer expert, a hydraulics expert," Andrew says.

Training technicians is a particular concern of Andrew's, and his efforts in this regard have been a boon to Otorohanga. Along with the mayor, Andrew has pushed for the formation of

a training centre for agricultural mechanics at Waikato Institute of Technology's Otorohanga campus. Andrew is chair of the group that keeps it running. The training centre has been wildly successful. Otorohanga is the only region in New Zealand with zero unemployment for under 25s.

Nationally the apprentice pass rate is 37 percent but it is 93 percent in Otorohanga. Youth crime has also dropped dramatically and businesses like Giltrap AgriZone have high quality apprentices to choose from. Andrew says, "We get better training for our apprentices and a better quality apprentice. They qualify in three to four years, so we pay more but get more. It's a win, win."

Andrew even teaches sessions on employer/employee relations and responsibilities. "For some students it's only about pay but others realise that both sides have their own responsibilities."

Giltrap AgriZone in Cambridge



The whole drive behind creating the Training Centre was to stop the mass exodus of young people from the area, and the ensuing labour shortage. It is also a way to give back to the local community. "It takes a whole village to raise a child and this is a passion, a project that has achieved a lot. It's been hard work, but it's giving back for the greater good, not just taking," Andrew says.

Giltrap AgriZone in Otorohanga





The Case IH brand is committed to providing tractors that offer superior reliability, durability and performance. The Steiger tractor is identified in the world as the best four-wheel drive tractor in the business. The new Steiger line-up continues to embody this tradition.

In keeping with providing the most powerful, reliable and durable four-wheel drive tractors in the industry, Case IH engineers designed the new product line using the following pillars or principals as the foundation for the new Steiger tractors:

- **Power and performance**
- **Operator environment**
- **Maximum uptime**
- **Intuitive innovation**

WHAT'S NEW...AT A GLANCE

Steiger 600 –New Model

The new Steiger tractors promise greater levels of productivity than ever before, with increased horsepower levels delivered by the Steiger 600.

To handle large acreage operations, implements are getting larger, wider, and heavier, making them harder to pull. To handle the demands of increasingly bigger implements, the Steiger 600 is capable of delivering up to 660 horsepower when the application requires it.

New Row Crop Frame -350 to 450 HP

The new Steiger product line offers the Steiger 350, 400 and 450 in a Row Crop chassis size, giving the capability of pulling

large, heavy implements like 20 to 30-inch spacing (36 row) planters while being able to fit in between rows.

The longer wheelbase of these tractors provides more power to ground, with built-in weight of a heavy frame.

At the end of the day, efficient power results in maximum productivity...which is why Case IH tractors deliver more useable horsepower when and where producers need it.

HIGHEST HORSEPOWER IN CLASS

TRACTOR MODEL	CURVE	RATED POWER HP (kW)	RATED RPM	PEAK POWER HP (kW)	PEAK POWER RPM
STEIGER 350	Standard	350 (261)	2000	385 (287)	1800
	Boost	385 (287)	2000	385 (287)	1800
STEIGER 400	Standard	400 (298)	2100	440 (328)	1900
	Boost	440 (328)	2100	440 (328)	1900
STEIGER 450	Standard	450 (336)	2100	495 (369)	1900
	Boost	490 (365)	2100	495 (369)	1900
STEIGER 500	Standard	500 (373)	2100	550 (410)	1900
	Boost	540 (403)	2100	550 (410)	1900
STEIGER 550	Standard	550 (410)	2100	605 (451)	1900
	Boost	590 (440)	2100	605 (451)	1900
STEIGER 600	Standard	600 (447)	2100	660 (492)	1900
	Boost	640 (477)	2100	660 (492)	1900



The new Steiger product line features new model designations for Model Year 2011, with increased horsepower levels. In addition, a new model, the Steiger 600, brings horsepower levels as high as 660 horsepower.

Other key features are:

- Cab suspension is now an option for the Steiger providing even more driver comfort.
- The operator swivel seat has been redesigned and is now able to turn up to 40 degrees increasing operators visibility whilst working.
- Engine braking is an option which comes in handy when hauling heavy loads.
- Fuel savings per hectare through increased capacity.
- State of the art MultiController™ armrest similar to the new Magnum and Puma series.

CASE IH STEIGER PUT TO AN UNUSUAL TEST



The Carter Holt Harvey wood processing plant 'Kinleith' near Tokoroa has been investigating alternative ways of moving wood chips into their manufacturing plant. Looking overseas for solutions they came upon Case IH Steigers with front blades, used very effectively for this task in Canadian processing plants. In these plants the Steigers are working day and night and clocking anywhere from 5,000 – 7,000 hours per year.

Earlier this year Case IH NZ trialled this system at the Kinleith plant and at the same time gave a number of operators a totally new experience in driving the Case IH Steiger 535 Quadtrac with a 14' blade, supplied by Ag Attachments. The demonstration gave senior management at the Kinleith plant a totally new perspective on what's possible. This alternative system is now being evaluated on commercial viability.



BULLETIN BOARD

CASE IH NEW SPONSOR FOR SILVER PLOUGH

The New Zealand Ploughing Association has signed a deal with agricultural equipment manufacturer Case IH, making it sponsor and giving it naming rights to the Silver Plough competition. At the beginning of March, New Zealand Ploughing Association executive officer Noel Sheat and vice-president Paul Murphy met with Frans Onland, Case IH NZ operations manager, in Timaru to sign the agreement. Mr Sheat said it was a historic occasion for the association and Case IH.

"We both look forward to a long and rewarding relationship." Mr Sheat said the association's links to Case IH extended back 55 years. In 1956, the International Harvester Company offered New Zealand contestants a tractor and plough to use at world ploughing contests. This offer was taken up for several years, he said. The winner of the annual Case IH Silver Plough gains the right to compete at the World Ploughing Contest the following year. The prize is worth about \$8000.

This year's national competition was run by the South Otago Ploughing Association, at Clinton, on April 8 and 9. Conditions were challenging, but most contestants managed well. This year's Silver Plough winner was Murray Redmond from Methven.



James Burnby from Norsewood competing in the Case IH Silver Plough

CASE IH PARTS AND SERVICE NOW AVAILABLE IN GISBORNE REGION

Case IH NZ and Stevenson & Taylor Ltd have agreed to appoint D P Williams Agricultural Repairs as a Case IH parts and service outlet for the East Cape region. D P Williams will be operating as a sub dealership to Stevenson & Taylor ensuring that the Case IH products that are present in the region, will be supported in a professional way.

Business owner Darrel Williams from D P Williams and Dealer Principal Bill Donnithorne from Stevenson & Taylor, Waipukurau, were pleased with the arrangements made and believe the cooperation between the two companies will greatly benefit the farmers and contractors in the Gisborne region. "With the latest Case IH product reportedly performing very well for farmers and contractors throughout New Zealand and with the back up support from a longstanding reputable firm such as Stevenson & Taylor, I am looking forward to being part of the Case IH family of businesses", says Darrel.

CASE IH AND AG IN ACTION



In February Case IH attended the first Ag in Action demonstration event just outside of Hamilton. The purpose of Ag in Action was for major tractor and machinery brands to 'strut their stuff' and show what their machinery can do in the field.

Among the tractors that were demonstrated by Case IH was the popular Maxxum and Puma Full Power Shift range as well as the latest Puma CVT.

The event was attended by well over 3,500 contractors and farmers and was considered to be a success.

PUMA TRACTOR TURNED WEDDING LIMO

Since the introduction of the Puma tractor series to the New Zealand, Case IH have claimed that the Puma is the most versatile tractor in the market. This has been proven by the Puma's recent use at two weddings.



Congratulations to Giltrap AgriZone mechanic Oliver Johnson who married Suzanne on 19th February in Rotorua



Congratulations to Giltrap AgriZone sales representative Andrew Gibbs who married Maryanne on 16th April in Rotorua

Case IH wish both couples all the best for the future.



YES, IT'S THAT TIME AGAIN

Make sure your machinery's in peak condition and running efficiently when you really need it. Case IH's factory trained technicians will keep your machinery running like new with their up-to-date knowledge, customised maintenance inspection programme and genuine Case IH parts.

Call your local Case IH dealer to book your service today.



CASE IH
AGRICULTURE

MARKET GARDENERS SAY PROOF IS IN THE PUDDING

CASE IH TRACTORS RELIABLE PERFORMERS

The Wai Shing family in Pukekohe have a fleet of Case IH tractors in their shed and say they're invaluable for their large market garden operation. The Wai Shing family has been in business for more than 50 years and are cropping 2500 acres in their business, Wai Shing Limited. Brothers Franklin, Clinton and Wellingford grow a range of fresh vegetables including onions, potatoes, cauliflower, broccoli, cabbage, carrots, pumpkin and squash.

The Wai Shings recently purchased a Case IH Magnum 335, which they believe is their sixth Magnum. They also have a fleet of Pumas, MXCs, MXs and JXUs. Franklin says he's always had a good run from his Magnums, which have proven to be consistent and reliable.

"We've had Case IH since my father was alive. The new 335hp Magnum has replaced a Magnum 245," he says. The Magnum 335's electronics and the AFS AccuGuide™ Auto-Guidance System allow less fatigue, more accurate fieldwork and lower input costs.

The design of the spacious and comfortable Magnum cab offers 3.1 cubic metres of space and 6.3 square metres of glass, meaning you won't feel cramped or crowded during long days in the field. The Surveyor cab delivers plenty of leg room and storage space, plus 360-degree panoramic visibility.

"We're not going to do any PTO work with it. It's for subsoiling, ripping and discing – basic cultivation. It will handle all the implements easily." Power growth of up to 41hp provides extra pulling power with the



Magnum 335 at work at Wai Shing's farm.



Magnum 335 when you need it most. The sculpted front end allows for best-in-class 16-foot (4.9m) turning radius with typical row-crop tyres. A hydraulic flow capability up to 78 gpm and greater hitch lift capacity means the Magnum 335 can handle the most demanding implements.

Franklin and his brothers have confidence in the Case IH brand. They like the red tractors' consistency and trouble-free operation. They purchased the Magnum 335 from Roger Gill Motors in Pukekohe.



Puma 125 (top) and Puma 155 (bottom) preparing ground for planting.

GET FLY BUYS POINTS ON YOUR FARM SPEND

Many people are familiar with Fly Buys for their personal shopping habits and if you are like a lot of other farming families, the lady of the household is in charge of your Fly Buys account. Fly Buys for Business, extends these benefits to running your small business or farm, so it's a good idea to make sure you're making the most of the programme.

Everyone enjoys being rewarded for their repeated purchases and custom, and if you're already collecting points on your everyday purchases as an individual or as a family, you'll be surprised at how quickly your points balance grows once you link up your farm spend too.

To find out more head to www.flybuys.co.nz/forbusiness or call 0800 FLY BUYS to register your farm, and when you register you'll be in with a chance to win

1,000 Bonus Points – that's more than enough to fly from Auckland to Sydney (seat only) one way - a winner is drawn each month, so make sure you're in the draw.

Fly Buys for Business Members also have the added ability to convert their Fly Buys Points to Air New Zealand Airpoints Dollars. You'll need a minimum of 300 Fly Buys Points for the conversion and you'll get 24 Airpoints Dollars for every 150 Fly Buys Points. Thanks to the partnership between Fly Buys and Air New Zealand you now have access to a huge range of flights including grabseat flights at flybuysflights.co.nz.

Andy Symons, Company Director and Fly Buys Member says, "I have been really impressed with the enhancements to the Fly Buys flights booking process. It's great to be able to access the

wide range of flights online and making the booking instantly is really powerful. I used it to book flights for my mother to fly down from Taranaki and I had the tickets emailed to me within a minute. This is what I would expect from a world class loyalty programme."

So if you're flying for business remember, wherever you're going with Air New Zealand you could use your Fly Buys Points to get there.

For small businesses, loyalty programmes can be a great way to reward staff or get something extra to put back into your business, whether it's a stereo for the milking shed, Swanndri Bush Shirts to keep you warm during winter, or some magazine subscriptions such as NZ Rugby World or Top Gear NZ to share around the lads at afternoon tea time.

Collect Fly Buys Points on your farm spend at:

North Fuels

Blackwoods Paykels Protector Safety

Summit Quinphos

State Insurance

ELGAS

Shell

South Fuels

Mitre 10 & Mitre 10 MEGA

United Travel,

and of course

CASE IH - FOR THOSE WHO DEMAND MORE



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Members can convert Fly Buys Points
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dream a little



CASE IH IRRIGATION POWER UNITS

Turn key ready - complete with canopy, radiator and electrics.
Four models available from 74kw/99hp to 192kw/257hp.

PRODUCT FEATURES	P 85	P 110	P 170	PE 240
ENGINE - CNH ENGINE CORPORATION				
Engine model	F4GE940F*J610	F4GE9684D*J6	F4GE9684A*J6	6TAA-830
Cylinder bore	104 mm	104 mm	104 mm	114 mm
Cylinder stroke	131 mm	131 mm	132 mm	135 mm
Displacement	4.51 / 272 ci	4.51 / 272 ci	6.81 / 411 ci	8.31 / 504.5 ci
Compression ratio	17.5:1	17.5:1	17.5:1	18.0:1
Engine configuration	4 cyl / 2 valve	4 cyl / 2 valve	6 cyl / 2 valve	6 cyl / 2 valve
Aspiration	Turbocharged	Turbocharged	Turbocharged	Turbocharged
CONTINUOUS HORSEPOWER RATINGS				
2200 RPM				
Rated power, gross	74 kW / 99 hp	93 kW / 125 hp	129 kW / 173 hp	179 kW / 240 hp
Rated torque	293 Nm / 216 lb ft	403 Nm / 297 lb ft	559 Nm / 412 lb ft	777 Nm / 573 lb ft
Fuel consumption BSFC g/kw-hr	257	240	244	239
Power nett (less opt equip)	68 kW / 91	85 kW / 114	117 kW / 157	169 kW / 226
2000 RPM				
Rated power, gross	77 kW / 103 hp	92 kW / 123 hp	127 kW / 170 hp	192 kW / 257 hp
Rated torque	338 Nm / 249 lb ft	439 Nm / 324 lb ft	606 Nm / 447 lb ft	914 Nm / 674 lb ft
Fuel consumption BSFC g/kw-hr	237	237	239	226
Power nett (less opt equip)	71 kW / 95	85 kW / 114	120 kW / 160	184 kW / 247
1800 RPM				
Rated power, gross	76 kW / 102 hp	87 kW / 117 hp	121 kW / 162 hp	188 kW / 252 hp
Rated torque	371 Nm / 274 lb ft	461 Nm / 340 lb ft	641 Nm / 473 lb ft	995 Nm / 734 lb ft
Fuel consumption BSFC g/kw-hr	228	234	232	217
Power nett (less opt equip)	70 kW / 94	83 kW / 111	117 kW / 157	183 kW / 245
PEAK TORQUE (at 1400 rpm)	417 Nm / 308lb/ft	525 Nm / 387 lb/ft	770 Nm / 567 lb/ft	1116 Nm / 823 lb/ft
INJECTION				
Manufacturer	Bosch	Bosch	Bosch	Bosch P-3000
Type	Rotary	Rotary	Rotary	Mechanical
Governor breakaway speed	2200 rpm	2250 rpm	2250 rpm	2275 rpm
Governor regulation (nominal)	0.08	0.08	0.08	0.08
High idle speed	2400 rpm	2430 rpm	2430 rpm	2460 rpm
Low idle speed	850 rpm	800 rpm	800 rpm	1000 rpm
Key start / stop ignition	✓	✓	✓	✓
ELECTRICAL SYSTEM				
12V starter and alternator (batteries not included)	✓	✓	✓	✓
EMISSIONS				
Application	Non road	Non road	Non road	Non road
Certification level	TIER 3	TIER 3	TIER 3	TIER 2
Certified by	EPA, CARB, EU	EPA, CARB, EU	EPA, CARB, EU	EPA, CARB, EU
1. Gross engine rating per SAE J1995	✓	✓	✓	✓
2. Nett engine rating is per SAE J1349	✓	✓	✓	✓
3. Emissions certificate as US EPA TIER 3	✓	✓	✓	✓
PTO/CLUTCH (if equipped)				
Twin disc (brand) over centre clutch	Single 10 in	Single 11.5 in	Single 11.5 in	Dual 11.5 in
PTO shaft diameter	57.2 mm	57.2 mm	57.2 mm	63.5 mm
INSTRUMENTATION				
Oil pressure gauge with low pressure shut down	✓	✓	✓	✓
Coolant temperature gauge with high temperature shut down	✓	✓	✓	✓
Tachometer + hour meter + volt meter	✓	✓	✓	✓
Key switch starter	✓	✓	✓	✓
Emergency stop button	✓	✓	✓	✓
Jump start protection over starter solenoid	✓	✓	✓	✓
MANUALS				
Parts and operator's manual	✓	✓	✓	✓
PTO clutch manual (if equipped with PTO)	✓	✓	✓	✓
OPTIONAL EXTRAS				
Low engine oil shutdown	✓	✓	✓	✓
Double sheave front crankshaft pulley	✓	✓	✓	✓
Overspeed shutdown	✓	✓	✓	✓
Spark arrestor	✓	✓	✓	✓
Muffler	✓	✓	✓	✓
Spark-arrest muffler	✓	✓	✓	✓
SPECIFICATIONS				
Dry weight (with PTO)	647.7 kg	681.3 kg	797.9 kg	891.2 kg
Dry weight (without PTO)	616.0 kg	645.0 kg	761.6 kg	N/A
Height (top of hood)	1223 mm	1223 mm	1351 mm	1306 mm
Height (top of exhaust)	1611 mm	1611 mm	1660 mm	1985 mm
Width (total)	1157 mm	1178 mm	1157 mm	940 mm
Length (skid)	1279 mm	1279 mm	1544 mm	1844 mm
Length (overall)	1623 mm	1627 mm	1892 mm	2355 mm

Whichever CASE IH model you select, you'll benefit from these standard features:

- Rodent proof control panel
- Dual element cyclonic air cleaner
- Air restriction indicator
- Alternator 12V 90 amp
- Starter 12V
- Engine lifting brackets
- Engine sub brackets
- Engine sub base
- Curved exhaust stack
- Fuel lift pump
- Low coolant shut down
- Air-to-air cooled radiator
- Positive de-aeration system
- Engine cooling fan (pull type)
- Sheet metal housing with hood
- Grill screen
- Fuel filter (in-line)
- Vernier, self-locking, throttle cable
- Nationwide service and support



Case IH Irrigation Power Units are O.E.M. designed, tested and manufactured to give you unparalleled fuel efficiency and dependability. All units come with a 2 year/2,000 hour warranty, which ever occurs first.

CASE IH
AGRICULTURE

SETTING YOUR BUSINESS UP FOR GROWTH

The last couple of years have been tough for any business owner. While the rural sector has fared better than many, it's fair to say that many businesses have focused on maintaining and consolidating their position over this period, rather than growth.

The worst appears to be over, and business optimism is building. Now is a good time to position your business to take advantage of an upswing in the economy.

Finance has an important role to play in growing and maintaining sound businesses. If your business is stretched with other financial commitments, by choosing the right lender you may be able to restructure your loan package and your payment plan, and afford that new piece of plant or equipment you need. Interest rates are still lower at the moment, which helps reduce the financial impact of your purchase.

While many non-bank financial institutions have exited the market, and some lenders have pulled back due to their over-exposure to the rural sector or tightened up their lending criteria, there are still well-established providers like CASE IH Finance who are willing to provide funding for businesses that meet those criteria.

CASE IH Finance offers a number of options that can help you set up your business for growth.

Plant and equipment finance

There are many finance options in the market if you are looking to purchase new equipment, and it is important to explore which one best suits your business. CASE IH Finance's finance options include seasonal payments which match your cash flow, 100% funding on tractor or farming equipment, revolving credit, or deferred payment options.

Cash flow solutions

As well as plant and equipment finance, CASE IH Finance has a range of solutions to help with business cash flow including business overdrafts and a range of livestock funding solutions.

How CASE IH Finance can help you

With things looking up, you need to ensure you can take

advantage of any opportunities and it is essential that your business partners, including your finance provider, know and understand your business. CASE IH Finance has a long history in the rural sector and continues to be a leading provider of financial solutions to agricultural contractors and farmers.

If you would like to discuss your current financing options, or you would like CASE IH Finance to undertake a free assessment on how they can help your business, give them a call today on 0800 80 40 40. You will get a finance solution from a company that believes in old fashioned service and a dedicated financial services manager who understands your industry.



BIG CASE IH 9120 COMBINE RAISING EYEBROWS IN CANTERBURY

The new Case IH 9120 combine harvester being demonstrated around Canterbury by Cochranes of Canterbury is receiving considerable interest from local farmers and contractors. Cochranes is an industry leader in farm machinery and services, with branches located in Leeston, Ashburton and Amberley. The company has been holding demonstrations since December with the first 9120 to be brought into New Zealand.

Salesman James Cochrane says the Case IH 9120 combine has been operating throughout the harvest season in various loca-

tions around the greater Canterbury region. "We've harvested a variety of crops – whatever people want to have a go at – including grass seed with a draper pick up. It also has a 30-foot and 35-foot grain front," James says.

Case IH's new 9120 Axial-Flow® combine harvester produces the best quality grain with less cracking and grain loss. It enables operators to earn the highest price for the grain crop and top-quality straw.

Driver Alistair Burrowes is demonstrating the 9120, with clients able to drive it themselves once

they've observed for a while. James says farmers and contractors have so far been very impressed with the machine.

"Last year we ran the Case IH 7120, which is the smaller model in the 20 series, and we had a good response to that," he says. "But we had a lot of people wanting to see the larger machine and those guys are very impressed with its capacity. They are harvesting in 20 percent moisture so they want to get the crop in quickly and dry it."



Line up of combines ready to be delivered.

Clients also like the simplicity of the 530hp 9120 model and the minimal damage it does to the grain. "It has a fine chopper for chopping the straw. A lot of people just want to chop the straw and spread it out the back. That's one of the best features," says James.

"You can also disengage the chopper if you want and just bale the straw behind. The straw management system is great – you can chop it and bale it in a couple of minutes."

The Case IH 9120 includes a CVT rotor drive, meaning there is a gearbox driving the rotor, with no belts. "It gives you the ability to reverse the rotor and loosen the block up. You don't even have to get out of the seat. It takes 10 minutes to unblock it, which is a massive feature," James says. "There are stone traps in the feeder house to stop any stones getting into the rotor and causing damage."

The 6.5m² sieve area means the 9120 has a huge cleaning ca-

capacity. The headers are built to European specifications, with hydraulic folding grain tank covers. The header is easy to set up from the cab, with automatic crop settings.

The 9120 is GPS ready and is set up for yield mapping, as well as full auto steer.

"You can get four-wheel-drive options for hill country and wet conditions and you can get tracks on the front," James concludes.



Demonstration program has been instrumental in getting more farmers to look at the Axial-Flow® technology

NEW JXU LATEST STAGE IN FAMILY'S LONG JOURNEY WITH CASE IH

The Hilton-Jones family are loyal Case IH followers. It began with Wally Hilton-Jones who always had International tractors on his Waiharara, Northland dairy farm and dairy beef unit.

Wally's son Graham has kept up the tradition with Case IH. "I like the tractors, and the old man has been loyal. We've had a good run out of the old ones, and we've stayed local," Graham says.

He also likes the support he gets from the local dealer, Ralph Garvin from Kaitia Tractors. "We had a problem with the air-conditioning on a previous Case IH tractor and they were very

good, more than happy to talk to us and get it sorted."

Graham and Wally bought a new Case IH JXU115 in March, and they are very positive about its performance. "I know guys who have them. They have had good runs out of the JXU, and we wanted the 100+ horsepower. The difference in price between the 105hp model and the 115hp model is bugger-all so we went with the JXU115," Graham says.

The Hilton-Jones dairy farm milks 270 cows while the dairy beef operation adds 100 steers every year and takes them to three-year-olds.

The JXU has a Stoll loader and does all the farm work for both operations: hay baling, mowing, silage, feeding out, mulching and towing trailers. Graham says the hardest work the JXU does is towing the mulcher. He has no grumble with fuel economy either. "If you have high horsepower and a turbo you have to pay for it."

At first Graham and Wally considered a second-hand tractor but Graham was wary of it. "There wasn't much around here. It would have meant a trip to who-knows-where, and a new tractor gives you peace of mind."





Left to right: Ralph Garvin (Kaitaia Tractors Ltd), Wally Hilton-Jones and Chris Hilton-Jones (owners of the first JXU115 Cab tractor sold in New Zealand)

They traded in a Case IH JX90 for the JXU115. The JX90 had done "a couple of thousands hours," and had been a good basic tractor.

While the JXU115 is not a massive tractor, Graham appreciates the extra grunt. "I'm impressed with the power. Everything is easier, even towing a trailer up hill. We looked at a six-cylinder and it had a lot of torque. I didn't think this four-cylinder would compete, but it isn't far off."

Graham says it's very manoeuvrable and easy to get through gateways. "You can get onto the lanes without ripping the tracks to bits. It's also a lot more comfortable." It's a clutch tractor, with a shuttle and four gears with a splitter in between". With mulching and under-sowing about to start in Northland, the JXU115 is about to get a lot busier.

Another cool feature of the JXU115 is Bluetooth. "When the

phone rings it turns down the radio and you can talk hands-free," Graham says. It also has an on-board computer but so far he hasn't fiddled with that. And as for Wally, he won't even get in the cab. "Dad's scared to drive the new one. It's the technology. I tell him if he gets in he won't want to get out."

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