MEDIA RELEASE

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**Excellent deal makes the case for tractor forward-order**

A tractor built to his specifications, freeing up cash flow and an excellent deal were behind Dan Sanderson forward ordering a new Steiger tractor.

Dan, who farms with his wife Judy and son John, ordered the Steiger 500 from Case IH dealer Farmers Centre, at Esperance in Western Australia, in June. He’ll take delivery in December.

The Sandersons crop wheat, barley, canola and field peas on their 3321 hectare property just west of Grass Patch, some 80 kilometres north of Esperance, plus a further 730ha of lease country.

In between harvest and seeding they take on trade sheep.

Dan traded in a Case IH Steiger 425 on the new tractor, which will be his fourth Steiger.

“Ever since we’ve had four-wheel drive tractors, we’ve always had Steigers,” Dan said. “Judy and I began farming 25 years ago with my family. We went out on our own in 1994 and bought good second-hand gear until five or six years ago, when we could afford to buy new.”

The Sandersons’ Case IH range includes a Magnum 290 tractor, along with harvesting equipment.

“This will be our first new Steiger, although we’ve bought two new Magnums in the past, trading one in to upgrade to the next. The Steiger we’ve just traded in had about 6000 hours on it, but now we need a bigger, more modern tractor.

“I like Case IH equipment. We have a very good local dealer, with quick service and good parts backup. The maintenance staff are very good; the service manager has been there for years and he’s very, very good. It means not much downtime—they always have parts when we need them.”

Dan said the advantage of buying new over second-hand was being able to keep it longer, and ensuring it’s looked after as they want.

“We’re very fussy with our machinery, so if we have it from new we can look after it really well from the beginning.”

Dan said the new Steiger will be used to pull a new 60-foot seeder.

“We’ve just upgraded from a 50’ seeder, so needed a bigger tractor to pull it.

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“We’ve also ordered the new Steiger with a PTO, so we can use it to mulch stubble and pull a chaser bin if required.”

Being able to specify their own requirements on the tractor build was another benefit of forward ordering.

“We wanted it spec’d up: as well as the PTO, we wanted a cab suspension and a few other little bits and pieces. Doing the forward order, it’s exactly as we want it and we’ve probably saved as much as $20,000 rather than getting everything fitted afterwards, ex-stock. That’s a lot of money.”

Dan said the other benefits of forward ordering were locking in the current price and the excellent deal.

“It was a really good price, but finance with CNH Industrial Capital made it possible. The interest rate is low, and there’s only a small payment after harvest this year, then the first major payment isn’t until 2017.

“Normally you can’t afford to do that because you’re paying interest from the time equipment lands on your farm, so it just locks up too much money. But when you’re looking at low interest rates and a deal like that, it allows you to upgrade really well.

“We take delivery in December, but the whole forward-order process has been very good.

“We thought if the price is right, we’ll have another Steiger. We’re that happy with them.”

To get the best deal on a Case IH Magnum or Steiger tractor — built exactly the way you want it — talk to your local Case IH dealer and place your Big Red Forward Order by October 31.

For more information see your local Case IH dealer or visit [www.caseih.com](http://www.caseih.com).

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