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FALCON

FALCON FOCUS

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FALCON SPARE PARTS BACK HOME



Our dealers who have been buying from us for the past 31 years will know that the company now known as Prodist started as a spare parts division within Falcon. It was first called Falcon Agri-Parts, then became Kramp, and later changed its name to Partmaster and then Partrite before becoming Prodist. In February 2002 Falcon was sold to Hans (my partner) and me and we entered into a bilateral trade agreement with Kramp in respect of Falcon parts.

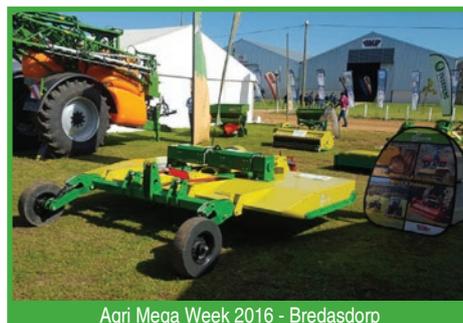
Over the past few years the business environment and market place have changed dramatically and there are now numerous companies trying to sell substitute/pirate Falcon parts into the market. This is placing our customers at risk as in many instances these parts are substandard, therefore affecting the validity of the Falcon warranty. They are also possibly unsafe.

Based on the feedback we are receiving from our dealers across the country we believe that we do not have any alternative but to bring back in-house the distribution of all Falcon parts. In terms of our agreement with Prodist we have given Prodist 6 months' notice of our intention to do so. The effective date on which we will again begin distributing our own spare parts to all our dealers will be 1 March 2017. This will be a positive step for all our dealers and ultimately our end users. We trust that we will be able to offer competitive prices along with quick

and efficient service. Our goal will be to have stock of all fast-moving wearing parts at all times and we know that we will have the staff with the required knowledge and expertise to back this up. We have been doing the Amazone spare parts since 1 January this year and have received excellent feedback from all our dealers. Further communication in this regard will be sent out in due course.

Even though we have experienced a really tough 18 months we continue to focus on promoting and marketing our products, as well as training, training, training!

We had full representation of both the Falcon and Amazone ranges at NAMPO this year, our 21st NAMPO. Our newly launched implements were well received and we were surprised by and impressed with the turnout and positivity of the people attending



Agri Mega Week 2016 - Bredasdorp

the show. This definitely bodes well for the season ahead and we continue to pray that the rain will fall at the right time in the right quantities.

I have just attended Agri Mega Week in Bredasdorp, where we exhibited our implements and represented all our dealers in the Cape region. The show was well organised, the weather was good, all the big manufacturers and importers of all the brands were there, and yet the show was poorly supported, in my view. On a positive note, we are extremely grateful for the bumper crops that the Western/Southern Cape have had and currently it looks as though there could be another record crop on the lands as we speak. One gets goosebumps as one travels through all the farmlands!

Lastly, we hope that the rand can find some stability as it bounces between highs and lows almost weekly. We also would like to thank you, each of our dealers, for your business, support and loyalty we have enjoyed during the past 18 months; we will strive to serve you even better in the future. Let's keep positive and positive things will happen.

Should you have any comments/ideas you would like to share with me, please do not hesitate to drop me an e-mail or give me a call.

Warm regards

Steve Thurtell
Managing Director



"Once you replace negative thoughts with positive ones, you'll start having positive results."
— Willie Nelson

"Positive thinking is more than just a tagline. It changes the way we behave. And I firmly believe that when I am positive, it not only makes me better, but it also makes those around me better."
— Harvey Mackay



NEW IMPLEMENTS

More and more, the world is changing, and that is especially true in the world of agriculture. While some farmers still face the day-to-day challenges and issues that they have faced for decades, others are dealing with completely new challenges that didn't exist 20 years ago, or perhaps even three years ago. Regulations are tighter, resources are scarcer, agri-businesses are more consolidated, and the range of equipment is far more extensive, and sometimes complex.

At Falcon Equipment we are constantly looking at the challenges facing our farmers and looking to solve these with new, innovative equipment that meets their needs and at the most affordable price. New products in our locally made Falcon range include Falcon Flail Cutters as well as an F60/300T Slasher. Many farmers have looked, in recent years, to Flail Cutters for their versatility and wide range of cutting applications. We therefore recognised the need for a more affordable, locally manufactured range of Flail Cutters. And the introduction of our trailed F60/300T Slasher now makes this implement suitable for grass-cutting of large areas with the use of a small tractor, servicing another need we observed in the market.

A new addition to our imported Amazone range is a new size option for the very popular ZA-TS Fertiliser Spreader. The smaller hopper capacity and payload of the new 3 200 ℓ model is now available (versus the 4 200 ℓ spreader, which has been available for some time). As one of the biggest European fertiliser spreader manufacturers Amazone always endeavours to provide farmers with high-tech machinery for the best operational results.

FLAIL CUTTERS

The Falcon Flail Cutters represent a range of universal implements intended for a wide range of cutting applications. With a growing interest in the use of flail cutters for pasture topping we have



introduced locally manufactured cutters that have the capability to do this job efficiently and cost-effectively with a faster turnaround time and more affordable spare parts. The flail cutters are now available in sizes from 1,5 m to 2,3 m and are suitable for tractors between 35 and 60 kW.

F60/300T SLASHER



The Falcon F60/300T Slasher is designed for grass-cutting and slashing of large areas. It has a cutting width of 3 m and a cutting height of 50–350 mm. Since this slasher is fully trailed, it can be used with smaller tractors ranging from 35 to 90 kW.

Owing to its height adjustability it is also an ideal implement for slashing operations at airports where a cutting height of approximately 350 mm is required to control the bird population. The low profile allows for easy cutting under low trees as the monocoque construction offers a smooth deck and prevents material build-up. The implement is fitted with a rear and front chain curtain for safe operation.

This slasher spreads the cuttings evenly across the full width of the implement and can cut grass up to 1,2 m high. It is fitted with a splitter box and two locally manufactured F60 series gearboxes. The high-capacity bevel gear T-box splits the power

into torque-dampening couplings which prevent excessive high-impact torque in the intermediate shafts and absorb shock in the inter-transmission system, allowing efficient and effective cutting.

The F60/300T Slasher is fitted with two round, low-impact blade discs.

ZA-TS 3200



The popular ZA-TS Fertiliser Spreader is now available with a smaller hopper capacity and payload of 3 200 ℓ versus the existing 4 200 ℓ spreader. The ZA-TS Fertiliser Spreaders are large-area spreaders with working widths of 18 to 54 m and are equipped with a precision spreader unit with an integrated AutoTS border spreading device. The AutoTS border spreading functions provides an accurate trajectory of the spread pattern, resulting in optimum growth conditions right up to the field's border. It has a hydraulic drive for spreading discs and hopper volume of 3 200/4 200 ℓ.

The ZA-TS Super chassis with Cat II hitch points has a payload of up to 3200 kg with the ZA-TS Ultra (Cat III) boasting an astronomical 4500 kg. Regulating electronics: ISOBUS communication via Amatron 3 or any other suitable ISOBUS terminals, stepless part-width section control (max 128 sections, terminal dependent) and GPS-Switch ready for automated part-width section control when equipped with an Amatron 3 terminal. A 16-tray mobile fertiliser test rig and hydraulic hopper cover are also included. Optional extras available.

For more information, or to arrange a demo, please contact your nearest falcon regional sales manager.

AGRITECH – ZAMBIA

The second annual Agritech Show took place in April on the premises of GART Farm, about 50 km from Lusaka, Zambia. The show has grown from 11 500 visitors in 2015 to an estimated 15 000 in 2016 – despite a crippling drought that negatively affected agriculture for large parts of 2015 and the first part of 2016. Farmers were positive and showed much interest in the new products, and particularly in cost-saving technology. Products that attracted particular attention were the Amazone series of precision spreaders and the UF, UG and UX sprayers. The Amazone Catros+ (stubble cultivation and seedbed-preparation implement) also performed magnificently in the daily demonstrations. Traditional Falcon implements, like the slashers, Haymaker® and Unloaders, also sparked a lot of interest.

Falcon was represented by Saro Agro, BHBW and Afgri Corp. The Falcon range of products is distributed by all three businesses, while Afgri Corp is the exclusive distributor of the Amazone range in Zambia.

Riël Deysel



TECHNICAL TRAINING – GERMANY



Product support is of paramount importance to Falcon and our dealers, which is why from 6 to 10 June this year we went for technical training in Bremen, Germany again. Our group of six comprised PJ Erasmus (Afgri Corp, Zambia), Louis Roos (Afgri), Anton Bester (SSK), Danie van der Westhuizen (Senwes), Hennie van Romburgh (Falcon) and Riël Deysel (Falcon). We arrived in Bremen on Sunday and received training from the Amazone product specialists from Monday to Friday. Topics covered included Amatron 3, ISOBUS, sprayers, ZA-TS spreaders, special equipment and cultivation. The ISOBUS training in particular was extremely interesting. The possibilities and savings that this

technology offers farmers are things one can get very excited about – imagine a spreader that can do section control, up to 128 sections.

It was focused training and there was very little “own time”. Two things the South Africans found a little difficult were that at that time of the year the sun sets only at about 22h30 in Germany, and the quantity of chicken and pork that the Germans can consume! Now and then we longed for a bit of red meat and a fire.

Looking back on the training, everyone agreed: it is truly a privilege to be a part of this technology and product range from Amazone offered to South African farmers through Falcon’s dealership network.

Riël Deysel

VAL BOEREDAG 2016

Falcon demonstrated the Amazone ZA-TS fertiliser spreader and UX sprayer at the Val Boeredag, which was held in July this year and is becoming better supported each year by more and more farmers.

This spreader is fitted with a 4 200 ℓ fertiliser hopper and has a spreading width of 18–54 m and section control of 64 sections. The farmers found themselves scattering as the spreader pulled off and started spreading the fertiliser, as the spreading width had been set at 36 m and the application at 500 kg/ha. The spreader operates on an ISOBUS platform.

The UX 4200 Amazone sprayer was also demonstrated. This sprayer has a 30 m boom and a 4 200 ℓ tank and is also fitted with a freshwater tank of 550 ℓ. Farmers were especially impressed by the boom and there were a number of questions about how Amazone had managed to get the boom to be so stable.

Val Farmers’ Day was of great benefit to Falcon in a difficult drought year. For me as a representative of Falcon it was truly a privilege to demonstrate along with the John Deere team from Afgri. It was also very pleasing to see our farmers so positive about the coming year and what it holds.

Wessel Vosloo



Falcon demonstrated the ZA-TS 4 200 fertiliser spreader and the UX sprayer from Amazone

STAFF NEWS

Welcome to our new staff members. We look forward to travelling a long road with one another.



From left: Louise Grobbelaar (Reception)
Darrin Singh (Junior Mechanical Draftsman)
and Anna du Plessis (Marketing Co-ordinator)



From left: Thembelani Sithole (Boiler Maker), Nontobeko Mshengu (Boiler Maker), Mzwandile Ndwadwe (Turner), Lungani Zungu (Boiler Maker) and Jabulani Buthulezi (Boiler Maker).



As part of Falcon's programme to continually up-skill factory staff we currently have five apprentices enrolled in boiler-making and turning apprenticeships. They regularly attend training at the Shukela Training Centre.

NAMPO 2016



Once again the Grain SA's NAMPO Harvest Day took place in May this year. It seems each year the show gets bigger and better, and it really provides us with a unique opportunity to exhibit and demonstrate our vast range of products to the South African farming

community. Some highlights on our stand included our interactive implement demonstrations and the launch of our new Falcon Flail Cutters and F60/300T Slasher. NAMPO is always a very special occasion for us as we connect with our "Falcon family", which

includes customers, old and new, and many other friends and colleagues in our industry. With the show now attracting over 80 000 visitors over the four days, we get to show our product range to a really large and new audience.

GOD'S LITTLE LAMBS

Falcon Equipment has been supporting a local NPO preschool in Howick for some time now and we have recently fenced the school at our cost. Our Managing Director, Steve, and other staff at Falcon are now sponsoring a child at the school, and according to God's Little Lambs team this is creating a ripple effect. We all know the ripple created by a stone being dropped in a pond. The team have seen how small (or big) acts of kindness create a ripple with other blessings coming to them as a result of the first stone being dropped in the pond. We hope that by Falcon sponsoring children at the school, a ripple among the Falcon community (staff, suppliers, customers and more) will start and more children at the school will benefit. The ripple effect is, of course, a good reminder for us all to lead the way with acts of kindness and a good example.

Please invest in the "little lambs" futures by supporting their monthly school fees. For more information about God's Little Lambs please get in touch with us or contact the school directly on 033 330 3394.

I alone cannot
change the
world, but I
can cast a stone
across the waters
to create many
ripples.

Mother Teresa