

AGRIMAC CLIENT PROFILE

JULIAN CAVARSAN



FARM LOCATION

Glenfyne + Ecklin

TYPE OF FARM

Dairy

SIZE/% OF FARM

230 Hectares, 450 Cows

YEARS BEING A FARMER

Since our teens – Julian, 35 years – Louis, 37 years

NO. OF FARM WORKERS

2 Full Time, 3 Part Time, 1 Share Farmer

MACHINERY

2 x Balers McHale, 2 x CaseIH Tractors 1 Puma 130, 115 Maxxum, 2 x Krone Mowers, Krone Rake, Krone Tedder Rake, Goldacres Boom Sprayer, Munro Post Driver

TELL US YOUR FAMILY'S FARMING STORY ...

In Italy our Dad farmed Orchards, share farmed, they did bit of everything. He came to Australia in 1952, found his way to Ecklin in a wood cutting team and started his career as a wood cutter, clearing bush and cutting wood for a living. Then he bought a 100-acre block of virgin bush in Glenfyne and started clearing it and selling the firewood. In 1958 he went back to Italy and married our Mum Bertilla and then came back, settled on the 100-acre block, moved a house there from Camperdown, cleared more land, built a dairy and commenced milking cows in about 1961.

They had 6 kids, 3 girls, 3 boys – the farm expanded to about 130 hectares, us kids grew up. The family bought a farm in 1983, converted it from a sheep farm to a dairy farm in 1989 or so, then in '93 we bought the adjoining dairy farm.

WHAT DO YOU LOVE ABOUT FARMING, THIS FARMING LIFE?

I love the variety, the challenge, the lifestyle and its very rewarding as well. I love the fact that you're your own boss you manage it how you want. I also love the fact that it creates opportunity for my kids if they choose farming as a career.

For me, it's being my own boss. It's a good lifestyle for the kids and the upbringing of the family.

WHAT HAD YOU LOOK AT THE PUMA AND MAXXUM?

The Maxxum 115 has been a good tractor for me over the last 2 and half years. I can't say I could fault it. It's been ideal for the jobs I bought it for – it's a bloody great tractor really.



" I SUPPOSE THE OTHER THING IS WHEN WE DO A DEAL WITH AGRIMAC THEY ARE ALWAYS VERY FLEXIBLE WITH HOW YOU WANT TO SET THE DEAL UP, MAYBE TERMS OR PRICE, THEY WILL WORK WITH YOU TO WORK SOMETHING OUT. "

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The Puma is a beautiful tractor to drive, easy to operate and everybody wants to drive it. The service is great from Agrimac but actually we haven't had any issues with anything so the quality of the gear is really good.

The Puma is just a pleasure to operate, it seems to have unlimited power, the 50km an hour box is great for doing roadwork, getting to jobs. Its economical for a larger tractor – great fuel efficiency can get more out of it – it's a bigger tractor under a lot more load than the John Deere.

AND YOUR EXPERIENCE WITH BALERS?

We had previously had a New Holland and a Vicon then we went to two McHale Balers. They are excellent, the monitor is especially easy to operate, that was a contributing factor when we bought the 2nd one. They are very robust and they work well under tough conditions. We thought by having two McHales everyone could operate them without having any issues and it's worked well. With the 2 balers, we will do about 2,000 rolls of silage and about 4000 rolls of hay.

It is one of the best balers I have ever operated and I've been through a few over the years. Its just hassle free, the thing I like about it is you can control everything from inside the cab. It can bale anything – hay or silage. It could even be a bit damp and it will still bale it and create good solid bales too. They're also low maintenance. It hasn't done as much as a bearing in 8,000 bales, whereas the competitors balers I've used, I've had to do a lot of maintenance to keep them rolling. We found them frustrating – always having small issues and harder to operate.

GIVEN YOU HAVE TWO KRONE MOWERS, A KRONE RAKE AND A KRONE TEDDER RAKE – WHAT HAS KRONE BEEN LIKE FOR YOU?

It's robust machinery and they do an excellent job. They're easy to operate. We can't fault them – we haven't had issues with anything so Krone's been great for us.

WHAT WERE YOU LOOKING TO ADDRESS/ ACCOMPLISH WHEN YOU CHANGED SPRAYERS?

It was frustrating with a small boom sprayer trying to cover so much area. It wasn't very accurate and everything was manual, you had to contaminate your hands a lot to adjust things.

So with the Goldacres Boom Sprayer we went bigger – 3 times bigger and an automated machine – it just covers a large area really quickly and effortlessly with far more accuracy. It's helped us control weeds a lot easier, lifted our productivity – it all helps to make a better lifestyle. Technology has made it a lot easier to farm, you can do so much more in a day and so much more easily.

AND THE MUNRO POST DRIVER?

It's a good machine. The previous early models had problems with the borer, to shift it over to the ram was a problem. But there's a

new innovation, where the borer swings the ram around. When you want to bore a hole, where the post has got to go the ram swings around, it releases itself and goes back in. It creates really good time saving and improves safety as well.

WHY RED FOR YOU?

Well, Bob twisted my arm! I didn't even consider CaselH as an option because I was sold by John Deere and I love John Deere, but since owning a CaselH, I have found it an excellent tractor.

To me, there's no real difference any more. John Deere used to be #1, but CaselH has stepped up and there is much of a muchness now – it's pretty much the same specs as the Johnny. And, it's the ease of operation and versatility, efficiency comes into it, it's easy to maintain.



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WHAT MOTIVATES YOU/HOW DO YOU APPROACH BUYING NEW OR USED GEAR FOR THE FARM? WHAT ARE THE KEY THINGS THAT MATTER AS YOU MAKE THAT KIND OF DECISION?

Back up service is number one, the deal is not as important as the service. The quality of the equipment you're buying as well is key. The reason why we upgrade equipment is reliability. Reliability is paramount, when something gets unreliable it has to go. Durability is important too when we're buying and of course, ease of operation to get the job done quicker and better.

We have a Share Farmer, we do all the cultivation and harvesting on our farm and the farm he is working. We have the equipment ourselves because we can get it done rather than waiting on contractors. It's more efficient. We can get in and get what we need done as soon as we need it done.

HOW LONG HAVE YOU BEEN DEALING WITH AGRIMAC? WHAT DO YOU LIKE ABOUT AGRIMAC?

We've been dealing with Agrimac for about 3 years since Bob started there. The back up service and attention to detail is really good and the follow up is excellent. And it's not just Bob, really, like Anthony one of the mechanics, he's excellent. Any issues are dealt with efficiently and promptly – as soon as we ring them, they turn up and get the job done - but like we said we haven't had any major issues really so it's been good. I suppose the other thing is when we do a deal with Agrimac they are always very flexible with how you want to set the deal up, maybe terms or price, they will work with you to work something out.