



DUNCAN DRILLS MAKING HEADWAY IN SOUTH AMERICA

DUNCAN SEED DRILLS HAVE ENDURING POPULARITY IN BOTH NEW ZEALAND AND AUSTRALIA, BUT THEY ALSO HAVE A FOLLOWING IN SOUTH AMERICA.

In February, Giltrap Ag managing director Craig Mulgrew and export development manager Matt Moodie travelled to Uruguay and Chile to meet with their new Duncan drill distributors and hold training days for sales people and technicians.

Matt says the new Duncan drill distributor in Uruguay is Interagrovia, which is the country's sole John Deere dealer.

"Uruguay has several different agricultural zones. One region specialises in cropping, another in rice, another in maize, and another in beef cattle farms.

"We appointed Interagrovia to be our new distributor late last year," Matt says. "They have 11 branches around the country. We



INTERAGROVIA'S SANTIAGO COLLAZO SAYS URUGUAYAN FARMERS OFTEN HAVE NATIVE GRASSES IN THEIR PASTURES AND THEY WANT TO BE ABLE TO UNDERSOW WITHOUT KILLING THEM. A DUNCAN RENOVATOR GIVES THEM THAT ABILITY.

went to their headquarters in the capital Montevideo and held a training day at their branch in the city of Florida, which is about 100 km north."

Interagrovia commercial manager for machinery Santiago Collazo says Uruguay has a large

grass-fed beef industry and the company has an interest in Duncan drills because they are a good, strong product and ideal for sowing and renovating pasture.

"We are a large company and our priority is to provide solu-

tions to our customers. We realised we did not have a specialist machine that beef farmers could use to restore their pasture, and that is why we put a proposal to Giltrap Ag," Santiago says.

"One of the attractive features of Duncan drills is the narrow row

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spacing, which helps pasture establish quicker. We have very dry summers in Uruguay, and it is very important to get pastures established quickly in their first year so they can survive the dry weather.

“Also we have a lot of native species in our pastures. Farmers want to sow grass into their pasture without killing those native species, and with a Duncan drill they can do this.”

Matt says most locally-made seed drills in Uruguay are on 7- or 8-inch row spacings but Duncan drills are on 5- or 6-inch spacings, which is ideal for establishing pasture.

“It is typical there to spray off the old pasture and direct drill the new grass without cultivation. Uruguay is a dry country and direct drilling is ideal because it keeps the moisture in the ground.”

Giltrap Ag is currently building a large order for Interagrovia. Some are machines that have been ordered by their customers and others are for the dealerships to hold in stock.

“Most of the drills we are building for them are 3 metre Renovator tine drills with disc openers and tine harrows to leave behind a clean finish. Tine drills are ideal for their conditions because there is low trash and the tine drills are good at creating a seed bed in dry conditions.”

Matt says another feature Duncan tine drills have which appeals to Uruguayan farmers is the ability to put fertiliser down with the seed. This delivers the nutrients directly to the seed.

Another distributor had been selling Duncan drills in Uruguay for a number of years, so while they were in Florida, Matt and Craig visited a contractor who runs five Duncan Renovators.

Matt says there is a lot of inter-

est among Interagrovia staff in the latest technology. One of the Duncan drills on order is electric drive and he believes more will be ordered with electric drive and ISOBUS in the future.

“Interagrovia is a very professional company. Their branches are modern and well-presented and the staff are very professional. We look forward to building a strong relationship with them.”

In addition to their visit to Uruguay, Matt, Craig and Santiago visited with Giltrap Ag’s dealer in Chile. They held a training day at their headquarters in Osorno, which is about 1,000 km south of Santiago.

“We have been selling Giltrap bale feeders and silage wagons through Gallagher Chile, a well-known Zealand manufacturer of electric fence gear and animal weighing equipment. Now they have also taken on Duncan drills,” Matt says.

“They sell Gallagher products through farm supply retailers, but they sell Giltrap and Duncan gear direct to farmers. Three Duncan drills that they had ordered arrived just before we got there, so we were able to have a good training day with them.”

Santiago says it has been very good working with Giltrap Ag.

“Craig and Matt are hard-working people and they know the technology. They have helped me a lot and provided answers to all of my questions. It was important that they came to Uruguay to see our customs and our way of production,” he says. **RC**

MATT MOODIE (LEFT) AND SANTIAGO COLLAZO (2ND FROM LEFT) LEAD A TRAINING DAY ON DUNCAN DRILLS AT INTERAGROVIA’S BRANCH IN FLORIDA, URUGUAY.



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