

On Trac

Tracking the News at Independent Tractor Services

Our last issue focused on our wide range of services and spare parts, and our long experience in keeping your tractors and equipment rolling. In this issue, we'd like to remind you that we also sell new tractors and equipment, and take a closer look at some members of our friendly team, old and new.

Remember - here at ITS, we're going strong. Official dealers for the great global brands, Deutz-Fahr, Same and Gaspardo, we can turn our hand to Massey Ferguson, Ford, Landini, in fact any equipment - and if we can't, we'll honestly tell you so.

**Enquire NOW about
NEW tractors and
implements**



Official Dealers for



GASPARDO

**For ALL your tractor, planter
and combine harvester parts
and technical support**

**Going
Strong**

You've got personality...

**Hands-on
Managing
Director
Paul Collins**

**Business
Development
Manager
Dickson
Katsidzira**

ITS



Dickson Katsidzira joined ITS in September as part of its recent expansion to cope with growing demand. Filled with infectious enthusiasm, he is currently concentrating

Paul Collins is well known for his willingness, eagerness even, to get his hands dirty in the workshop and get involved with the nitty gritty, which has much endeared him to his staff and customers alike.

**Going
Strong**

on building customer relationships, creating new business and reinforcing the ITS brand as the brand of choice, when it comes to tractors and all other related farming and mining implements.

**Going
Strong**

Dickson is thoroughly enjoying himself at ITS, and is excited about the just started season, which heralds excellent business and promising business relationships with a wide range of customers from a number of different sectors.

"We've boosted up our spares holding for the coming season," he said. "We have spares galore at very competitive prices and look forward to welcoming and chatting with new and established customers."

Dickson is busy establishing excellent dialogue with the ZFU, and says that ITS will be participating actively in up-coming field days. Previously the General Manager of Munted Motors where he personally helped set up the sales infrastructure, for 4 years he also owned his own haulage company, and has also worked as a Relationship Manager at Comoil.

Dickson is a strong practicing Christian, and married to Itayi with one daughter. He grew up in Mutare, attended Hartzell High School, and graduated from the University of Zimbabwe in 2000 with a B Sc in Economics.

"I have an absolute passion for Same tractors," he said enthusiastically, "and now that I've joined the ITS team, that passion is fast extending to Deutz-Fahr, Gaspardo and other big brands. We're going strong here at ITS. We are an optimistic, positive team, always looking to the future with confidence. You can always expect a warm welcome here."

Founder and Managing Director of ITS, he is no "ivory tower" manager, and is mostly to be seen dashing about the spacious Chawara Road premises, keeping his finger on the pulse, and indeed, on the machinery.

Originally from the UK, Paul came to Zimbabwe quite by chance, just after Independence - and never left. His adventurous spirit brought him here, and he fell for the place and decided to settle. He's been here ever since, and particularly enjoys the bush, the wildlife, the National Parks and the great outdoors - as well as popping to Mozambique to enjoy a seaside holiday with his wife Jackie, a teacher at Chisipite Senior School, his teenage daughter and his delightful young twins. His oldest son is currently studying in the UK.

Paul is a keen soccer player, and more recently, a super-fit long distance runner. He's successfully completed the famous Comrades' Marathon twice. How did he roll up in beautiful Zimbabwe? It's an interesting tale.

Following his apprenticeship at Ford Motor Company, Paul was working there as a mechanic when the opportunity arose to travel overland from England to Cape Town with a group of young people - who by coincidence happened to include his future wife, Jackie. Paul's mechanical skills were a vital component of the trip, and he helped rebuild an old army truck for the purpose.

The expedition was ill-fated, for having got only as far as Morocco, the travellers were detained for three weeks by the



What's in a name?

Why do brand names matter? Especially when you are constantly offered “cheaper” parts and components which carry no brand name? It boils down to two key issues:

- o You pay a little more for quality - but it lasts
- o Experience counts

The world's big brands bring with them long histories of Research and Development, experience and know-how, gained over decades.

So while the initial purchase price *may* be a little higher than the no-name products you're being offered out of a suitcase, you know that these quality parts will last the distance, and are backed up and supported by experienced Authorised Dealers - like ITS.

So those “cheaper” parts are very much a false economy. Back-up and warranty is all important in this day and age. Having no “come-back” leaves you out in the cold and out of pocket - not to mention the shorter life span of no name products.

Gaspardo - 170 years of history

Gaspardo is a member of the MASCHIO Group of companies, which was founded in 1964 by Egidio and Giorgio Maschio, a family which has made a major contribution to the world's agricultural techniques.

Today Maschio is a world leader in the agricultural machinery manufacturing sector. The Maschio brothers bought Gaspardo Seminatrici SPA in 1994.

With an amazing 170 years of history behind it, Gaspardo is considered one of the most important companies in the world in its sector.

Gaspardo Seminatrici creates vacuum precision planters for cereals and vegetables, seed drills for cereals, and seed drills and vacuum planters for direct seeding and row-crop cultivators, amongst other specialised products. There are more than 70 machines in its model range.

A very important feature of the production department is the sophisticated cataphoresis process painting line, an advanced technique that succeeds in giving the machines' structural parts a high degree of resistance to rust and in ensuring that the paint remains compact and is exceptionally long-lasting.

The fascinating history of the SAME Deutz-Fahr Group

The history of the Same Deutz-Fahr Group is so interesting that a full biography is available and it makes for fascinating reading. It's called “Four Wheels Ahead: A Biography of the SAME Group”.

The family behind the SAME tractor is legendary. The two Cassani brothers invented and built the first diesel tractor in 1927 when they were in their early 20s. In 1952 they produced the first front-wheel-assist tractor. They were mechanical geniuses, visionaries and entrepreneurs who literally had their fingerprints on every tractor they built. They established a company philosophy of constant improvement and innovation. Grandsons are still at the company, continuing in this great family tradition.

The Deutz Company traces its history to its founders, August Otto and Eugene Langen, who were the inventors of the first four-stroke spark-ignition engine. Early engines were used as horse-drawn generators for power threshers and hay balers. But the real launch of their tractor venture came after World War I. Millions of farm hands had been killed in the war and there was a labour shortage.

During World War II the Deutz Company converted water-cooled engines into air-cooled ones for better dependability for military equipment in the extreme conditions of the war. The air-cooled engine remained as a company hallmark until the 1990s.



military - because their former army vehicle had aroused suspicion they were in some way involved with the rebel army!

After a trying period of detention at the border, the group aborted their trip and travelled back to Athens where they split up their supplies and went their separate ways.

Paul and Jackie continued travelling, going on to Egypt and the Sudan. Jackie eventually returned to the UK, but Paul continued on his voyage, moving through Uganda and Kenya. There, he met an American traveller who suggested they might both find work in South Africa.

They travelled through Tanzania to northern Zambia by rail, which took them right through the stunning Serengeti plain and the Copper Belt. Eventually, they arrived in Victoria Falls, and crossing the border into Zimbabwe, were amazed by the contrast between the two countries in terms of development and sophistication. It was July 1980, an exciting time in Zimbabwe, and it didn't take Paul long to decide he would like to live here.

He was granted permanent residence, worked in various farming districts as a mechanic, and by 1983, Jackie and he had married and moved to Chinhoyi, where Paul worked for Duly's, on Ford and Buffalo (Deutz) tractors.

Moving to Harare in 1983, Paul joined Tractor and Equipment, part of the Rio Tinto Group, as Workshop Manager. The company had the agency for the Deutz-Fahr brand, and at this time, Paul in earnest began his long, close relationship with it, which included visiting their headquarters in Germany.

In 1995, with much valuable experience behind him, he started his own company - and Independent Tractor Services was born. ITS quickly grew, and today is a force to be reckoned with in the world of tractors and other agricultural machinery. It also serves the mining community and other industrial sectors.

Paul is enthusiastic about his work, and always positive and optimistic, which is an inspiration to others around him. He thoroughly enjoys his life in Zimbabwe, meeting customers and tackling diagnostic riddles - and all manner of other things - in the workshop.



The company realised that the larger models needed more compact and narrower hoods to be competitive, so it replaced the air-cooled engines with water-cooled ones which were narrower, shorter and quieter.

The Deutz-Fahr company was bought by the SAME Group in 1995, resulting in the birth of SAME Deutz-Fahr. The company also manufactures the SAME tractor, and the Lamborghini and Hurliman tractor lines, as well as combine harvesters and hay equipment.

The resulting company is the largest privately owned tractor company in the world. It has a 25% to 30% market share in Europe and is the fourth largest tractor manufacturer in the world. Deutz-Fahr and Same tractors reflect advanced technological research efforts, anticipating the needs of modern farming in all operating conditions.

Recent scenes from Chawara Road - Where you'll find a friendly welcome and a wealth of knowledge and experience



Experience counts

Experience is the most prized asset to offer when manufacturing or supporting a product, and with the popular Same, Deutz-Fahr and Gaspardo brands, comes the confidence one has in products which have stood the test of time.

Combined with the brand specific experience ITS carries with it, some members of its team have worked with these and other well known brands for over 20 years.

Zimbabwean businesses who use these durable, robust tractors, engines and combines, can be confident they will last and can be repaired and serviced by people who know their product well.

MORE ENGINE PERFORMANCE FOR CRITICAL MOMENTS DURING TRANSPORT: SAME-DEUTZ-FAHR OVERBOOST

OVERBOOST is the name given to the device developed by the Same Deutz-Fahr Group for providing increased engine performance to help the operator get out of situations in which normal engine performance is not sufficient. OVERBOOST is an electronically controlled system which, when needed, increases the power and torque of the engine for more than enough time to deal with a critical situation.

OVERBOOST is useful both in work manoeuvres and during transport at speeds exceeding 12 km/h: when overtaking on urban roads, on stretches of road with steep gradients, when pulling away from traffic lights or driving on soft farmland with heavy trailers. In these situations, as drive effort is increased, beyond a certain load, engine speed is inevitably reduced.

When a certain limit is reached, the control unit acts on the injection system to raise engine rpm and provide approximately 10% extra power and increased torque for 15 seconds. If this is not long enough to overcome the critical situation, OVERBOOST cuts in again automatically for a further 15 seconds. Conceived and designed for all engines equipped with an electronic regulator, this device provides the user with considerable benefits, especially in terms of operating safety, by keeping more power in reserve for critical work phases. The device also increases comfort and productivity by reducing the frequency of gear-changes.



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Opening hours:
Monday - Thursday
7 am to 4.30 pm
Friday 7 am to 3.30 pm

**Going
Strong**