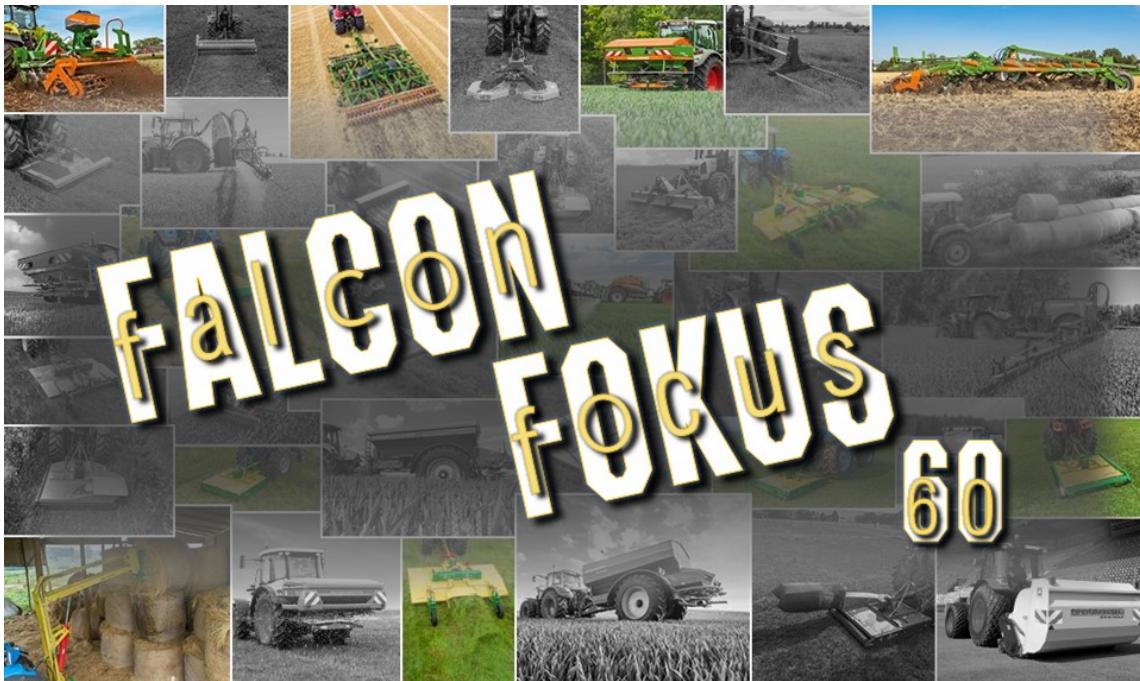


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Net soos die jaar 2020, het 2021 ons geleer én daaraan gewoond gemaak om alles en nog wat aanlyn te doen. Ons het ook geleer om daaglikse uitdagings te oorkom terwyl dit wat as "normaal" beskou was ook 'n splinternuwe baadjie aangetrek het!

Vanjaar sal verseker ook in die geskiedenisboeke aangeteken word as 'n tydperk waar alle aspekte van besigheid én persoonlike lewe handomkeer verander het. Ek kan nou al in my geestesoog sien hoe ons dié vreemde tyd aan ons kinders en kleinkinders gaan verduidelik. Maar waar begin 'n mens as amper alles om 'n nuwe manier van dink en doen vra?

Eers was die koronakiem net in die buiteland, maar drie maande later tref dit toe vir Suid-Afrika. Eers was dit net onbekendes en besmettings- en sterfgevalle van 'n verte af, maar soos die tyd verloop en ons vandag terugkyk het dié syfers bekende name geword. Name van geliefdes in ons huise en na aan ons harte. 'n Realiteit wat ons nooit as te nimmer sal kan vergeet nie. Gewoon raak, miskien, maar vergeet ... nooit.



Ten spye van alles wat om ons gebeur, en veranderinge wat deurlopend plaasvind, het ons egter een van die beste jare in die landbou-sektor ooit beleef. Dit, in alle opsigte, as gevolg van goeie graanpryse, reën wat oor ons hele bedieningsgebied vir baie boere verligting bring het, asook oeste wat goeie opbrengste gebied het. Dit alles maak dat ons dankbaar kan wees en met 'n goeie en positiewe gemoed op ons knieë kan gaan en met dankbaarheid teenoor ons Skepper die nuwe seisoen kan aanpak.

Na byna 25 jaar in die na-verkopediens by Senwes, is dit vir my 'n groot voorreg en 'n opwindende uitdaging om deel te wees van die Falcon-span. 'n Span wat al vir byna 37 jaar bestaan en die land voorsien van staatmaker landbou implemente van hoogstaande gehalte, naamlik Falcon en Amazone. In landboukringe is dié masjienerie mos net so gewild soos 'n Hilux, of wat praat ek nou?

Hierdie is verseker 'n groot hoogtepunt in my loobaan en ek sien daarna uit om ook hier 'n verskil te kan maak en die maatskappy en al sy mense, asook elke verskaffer en vennoot, beter te leer ken en sáam die besigheid na nuwe en hoër hoogtes te neem en te lei.

Verseker gaan daar uitdagings wees, maar ek wil ons kliënte verseker van ons diensbelofte, voortdurende strewe na goeie verhoudings, eerlike besigheidspraktyke, betroubaarheid, en kwaliteit. Ons sal altyd die besigheid en ons vennote eerste stel en soos wat Falcon nog deur al die jare gedoen het, steeds die tradisie uitleef om uitstekende diens en produkte aan die mark en landbousektor te voorsien.

Graag wil ek elkeen van u, hetsy as handelaar, verskaffer, vennoot of kollega bedank vir die wyse waarop u my ontvang het en laat huis voel het hier by Falcon. Ek sien werklik daarna uit om saam met u die pad te stap en 'n verskil te maak nie net in die landbousektor nie, maar ook in elkeen van ons se besighede.

Hiermee graag 'n paar aspekte waartoe ons verbind is om u as klant en vennoot te ondersteun:

1. Opleiding ten opsigte van alle produkreeks ten einde waarde toe te voeg. Hierby ingesluit is ook tegniese opleiding.
2. Navorsing en ontwikkeling departement met twee nuwe ontwerp tegnici (Design Technicians) om die nuwe mark en ontleding van toekomstige masjiene, insluitende bestaande produkte, te verbeter.
3. Tegniese bystand te verbeter met 'n addisionele tegnikus in die Kaap om bystand en werkstyl te bevorder.
4. Implementering van SAP om sisteme te verbeter.

Uit 'n finansiële oogpunt gaan dit met ons baie goed en is ons besigheid waarlik geseënd. Ons is daarom uiters dankbaar dat dit met ons goed gaan in tye waar dit nie elke dag rooskleurig lyk vir almal nie en waartydens baie besighede gedwing word om hul deure te sluit.

Graag wens ek vir elke handelaar en produsent 'n geseënde en voorspoedige seisoen toe en vertrou ons dat dit met elkeen van u van krag tot krag sal gaan. Dat dit sal reën waar u skape wei.

'n Woord van onderskraging ook aan die span by Falcon. Sterkte met al die uitdagings wat ons elke dag in die gesig staar. Kom ons bekhou hierdie uitdagings as geleenthede om onsself en ons besigheid sterker en meer veerkrugtig te maak. En bo dit alles: om ons kliënte, handelaars en vennote altyd eerste te stel.

Dit in kort van my kant af tot weersiens.

Groete
Jacques Pretorius
"Sukses vind plaas wanneer jou optrede groter word as jou verskonings."

As was the case in 2020, 2021 taught us and got us even further used to doing everything and anything online. We also learnt to overcome all kinds of novel challenges almost on a daily basis, while at the same time getting used to the so-called new normal!

There is no doubt in my mind that 2021 will also go down in history as a period during which all aspects of business and personal life changed dramatically. I can already see in my mind's eye how we are going to explain this strange time to our children and grandchildren. But where does one begin when almost everything these days requires a new way of thinking and doing?

At first the Corona virus was only found abroad, but three months later it hit South Africa. Back then it was just strangers who contracted the virus while deaths seemed distant and far between, but as time went on those strangers became our friends and family members. This is the stark reality of our time. We may try to get used to it, but we will never forget.

However, despite everything that is happening around us, and the changes that are constantly taking place, we have experienced one of the best years in the agricultural sector ever. This, in all respects, was due to good grain prices, rains that brought relief to many farmers across our entire service area, as well as crops that provided good yields. All this makes us grateful and kneel in awe of our Creator, with a sense of extreme gratitude and optimism towards the new season.

After almost 25 years in the after-sales service environment at Senwes, it is a great privilege and an exciting challenge for me to be part of the Falcon team. A team that has been around for almost 37 years and provides the country with agricultural implements of high quality, namely Falcon and Amazone. In agricultural circles, these implements are just as popular as a Hilux, agree?

My appointment at Falcon is a big highlight in my career thus far and I look forward to being able to make a difference here and get to know the company and all its people. This includes every colleague, supplier and partner that work together to take the business to new and higher heights.

Sure, there are going to be challenges, but I want to assure our clients of our service promise, continuous pursuit of good relationships, honest business practices, reliability, and quality. We will always put the business and our partners first and, as Falcon has done over the years, continue to live up to the tradition of providing excellent service and products to the market and agricultural sector.

I would like to thank each and every one of you, whether as a dealer, supplier, partner or colleague, for the way you received me and made me feel at home here at Falcon. I am really looking forward to taking this journey with you and making a difference not only in the agricultural sector but also in each of our businesses.

Here are some aspects we are committed to supporting you as a customer and partner:

1. Training on all product ranges in order to add more value. This also includes technical training.
2. Research and development department with two new design technicians to improve the new market and analysis of future implements, including existing products.
3. Improve technical assistance with an additional technician in the Cape province to promote assistance and working hours.
4. Implementation of SAP to improve existing systems.

From a financial point of view, we are doing very well and our business is truly blessed. We are therefore extremely grateful that we are doing well in times where it does not seem all too rosy for everyone else. A time during which many businesses are forced to close their doors.

I would like to wish every trader and producer a blessed and prosperous season and we trust that you will go from strength to strength and, as the saying goes, it will rain where your sheep graze.

I would also like to extend a word of support to the team at Falcon. Good luck with all the challenges we face every day. Let us consider these challenges as opportunities to make ourselves and our business stronger and more resilient. And above all: to always put our customers, dealers and partners first.

This is my message, in short, until we meet again.

Regards
Jacques Pretorius
"Success occurs when your actions become greater than your excuses."





FALCON GEMAGTIGDE HANDELAARS - Opgelei en daar om te help

By Falcon is ons toegewyd en verbind tot die ontwikkeling en instandhouding van 'n handelaarsnetwerk wat voortreflike diens en uitnemendheid in kliëntediens sal lewer.

As 'n vervaardiger van Falcon-implemente verkoop ons net heelgoedere en onderdele deur 'n gemagtigde handelaarsnetwerk in Suid-Afrika en Afrika suid van die Sahara. Ons Handelaars moet die nodige kennis en vaardighede hê om enigiemand by te staan met al hul vereistes vir onderdele of implemente. En daarom probeer ons seker maak dat almal opgelei en op hoogte is van nuwe produkte en tegnologieë.

Ons wil al ons handelaars bedank vir hul volgehoudende ondersteuning en toewyding. **Dankie!**

FALCON AUTHORISED DEALERS - Trained and there to help

At Falcon we are dedicated and committed to developing and maintaining a dealer network that will provide superior service and excellence in customer care.

As a manufacturer of Falcon implements, we only sell whole goods and spare parts through an authorised dealer network in South Africa and sub-Saharan Africa. Our Dealers must have the necessary knowledge, and skills, to assist anyone with all their requirements for spares or implements. And that is why we try and make sure that everyone is trained and up to date with new products and technologies.

We want to thank all our dealers for their ongoing support and commitment. **Thank you!**

Falcon spongetjie 'n nuwe webblad

Vir die span by Falcon Agricultural Equipment was 1 Junie 2021 'n rooiletterdag, en was daar groot opgewondenheid oor die bekendstelling van die besigheid se splinternuwe webblad.

Dié nuwe webblad spongetjie nie net met 'n nuwe korporatiewe voorkoms nie, maar ook 'n meer intuïtiewe en gebruikersvriendelike soekervaring aan klante en potensiële klante.

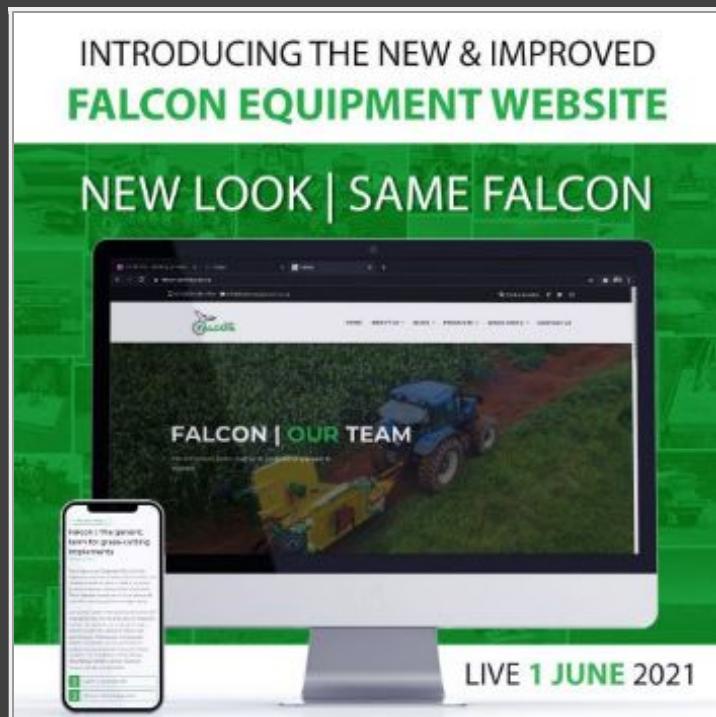
"Ons vertrou dat ons bestaande klante die nuwe voorkoms as dinamies en visueel aantreklik vind, en dat dit ons voortgesette toewyding tot professionaliteit, innovasie en dienslewering aan potensiële klante kommunikeer," sê Anna du Plessis, hoof van bemarking.

Afgesien van die toevoeging van nuwe foto's en produkvideo's, beskik die nuwe webblad ook onder meer oor die volgende funksionaliteite:

- Die webblad is ten volle aanpasbaar, wat beteken dat dit met gemak op enige toestel besigig kan word, hetsy op kantoor, huis of onderweg.
- Verbeterde navigasie.
- Nuwe afdelings, soos Mees Gestelde Vrae wat besoekers in staat stel om hulself te vergewis van algemene kwessies aangaande die maatskappy en sy produkreeks.

"Die ontwikkelingsproses was 'n insiggewende reis en ons weet dat die verfrissende nuwe voorkoms en funksionaliteit aanklank by ons kliënte en potensiële kliënte vind", sê Anna.

[Hier is die link na die artikel in Engels \(op ons nuwe webblad ;\)](#)



Dit was tyd!
It was time!



Amazone UX 11201 | Biggest crop sprayer on the African continent

When it comes to trailed sprayers the Amazone UX 11201 is in a league of its own. In fact, as the biggest crop sprayer on the African continent, this sprayer is redefining the future of agricultural equipment.

With an enormous tank capacity of 11, 200 litres, no job is too big for the UX 11201. Coupled with the Super-L2 or -L3 sprayer booms in working widths of 24 to 40 m and its double pump system with suction capacities of up to 900 l/min, it makes short change of large area farming or crops which require particularly high application rates.

For even more impact, the UX 11201 can be equipped with the ultramodern AmaSelect, an individual nozzle control boasting integrated LED lighting and the latest CurveControl technology.

Read the rest of the article [here](#).



Amazone UX 01 Super Trailed Sprayer | Cost effective, robust and reliable

You can't go wrong with the UX 01 Super Trailed Sprayer, but don't just take our word for it.

Falcon recently delivered this exact model to JP Truter's farm Kanolkop, just outside Moorreesburg, who is of the opinion that the sprayer is not only cost effective, but also robust and reliable. In short: a perfect addition to his equipment fleet.

According to JP, who is accustomed to Amazone spreaders, he was very impressed with the overall performance of the sprayer and completed his spraying cycle without any glitches or hassles.

Read the rest of the article [here](#).



ZA-M 02 and ZA-X 03 | Facelift

- More modern design with refreshed optic
- Adaptation to the design of ZA-V/ZA-TS
- Unification of the design within the ZA family

ZA-M 02: Facelift

Old design



New design



ZA-X 03: Facelift

Old design



New design

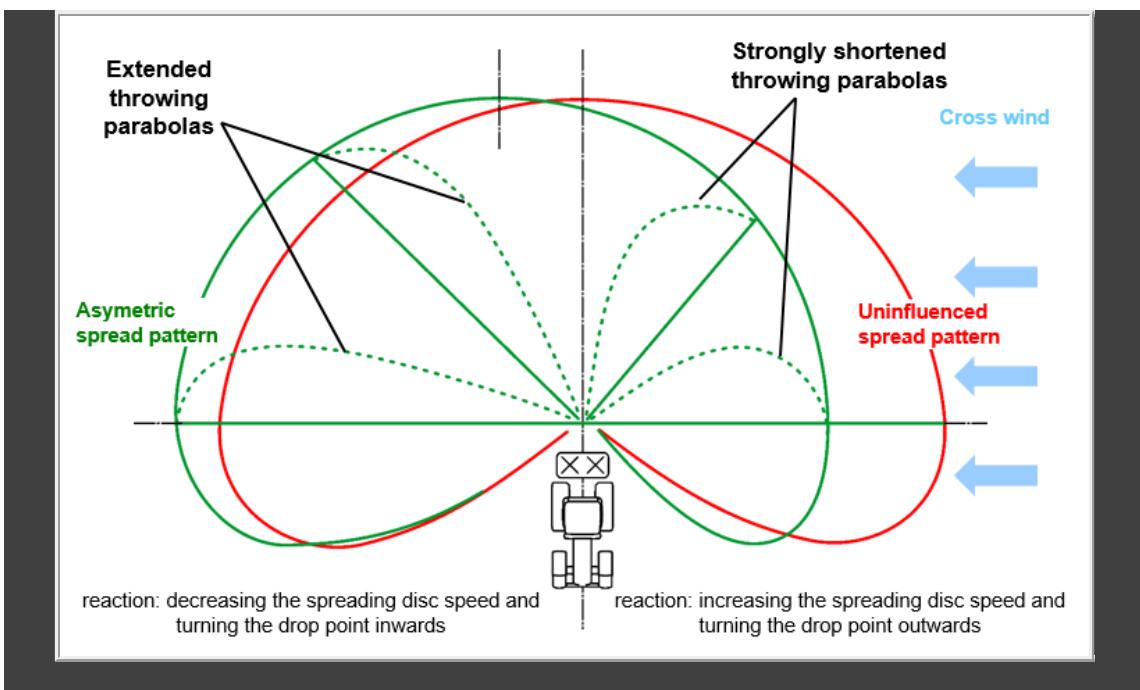


WindControl | Decoupling from ArgusTwin

- WindControl for ZA-TS or ZG-TS as mounted version or as retrofitting set
- Hydraulic disc drive is required
- Electrical movement of the delivery system is required

No ArgusTwin is required from now!

- Possible from model year 2020
- For retrofitting customers a software update is needed



En wat gaan hier aan? Jul sal binnekort uitvind ...
And what's going on here? You will find out soon enough ...



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